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FAIRCHILD

Department Store
Sales

FACT FILE

Market Research Division
Fairchild Publications, New York

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Department Store Sales

FAIRCHILD FACT FILE

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New York

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E. B. Gold, Manager
Fairchild Book Division

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DEPARTMENT STORE SALES

INTRODUCTION

This report summarizes sales and number of stores operated in the year 1979 for traditional department store organizations (as well as a limited number of specialty stores), listed by buying headquarter location as well as branch store locations where sales data are available.

Because many large department store organizations are now operating stores that are geographically dispersed, beyond the immediate trading areas in which they were formerly confined, a change has been made in the listing of stores compared with earlier editions of the DEPARTMENT STORE SALES FACT FILE. In this edition, stores are listed by state and city within the four major geographic regions: Northeast, North Central, South and West. Listings of stores, store groups or divisions with a volume of $50 million or more and of chain and conglomerate organizations are also included in this report.

The sales figures are reported by the stores or are estimates believed to be reasonably accurate. Sources include the editorial staffs of Women's Wear Daily and other Fairchild trade papers, Dun and Bradstreet and other trade sources.

The Standard Industrial Classification (SIC) Manual defines department stores as establishments normally employing 25 people or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, home furnishings, appliances, radio and TV sets
2. A general line of apparel for the family
3. Household linens and dry goods

To qualify as a department store, sales of each of the above listed lines must be less than 80 percent of total sales. An establishment with total sales of $10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceeds the maximum percent of total sales, provided that the combined sales of the other two groups are $1 million or more. Relatively few stores are included in this classification as a result of this special rule and most of those which are would otherwise have been classified in the apparel group.

To an increasing extent, however, department stores are diversifying their activities, or becoming part of conglomerate operations active in a number of different types of businesses. This has, of course, added to the difficulty of isolating department store volume from consolidated sales data.

NOTE: This report includes only those stores for which sales data, believed to be reasonably accurate, are available. The sales estimates reported may differ markedly from estimates reported for previous years. This may be due, however, not to an actual gain or loss in volume of the magnitude indicated but to differences in the compilation of estimates. Since revisions in earlier estimates may be in order, year-to-year comparisons in sales figures are not recommended.

Fairchild Market Research Division
Audrey S. Balchen, Director

SUMMARY OF AVAILABLE SALES FIGURES
FOR LEADING DEPARTMENT STORES, 1979*

	Approx. Sales (Millions of $)
NORTHEAST	
CONNECTICUT	
Bridgeport	
L. M. Read Inc. (Allied Stores, New York, N.Y.) (5 stores in Conn.)	$ 71.5
Skydel's Inc. (1 store)	4.0
Hartford	
G. Fox & Co. (May Dept. Stores, St. Louis, Mo.) (8 stores: Conn. 7, R.I. 1)	145.0
Lord & Taylor (Lord & Taylor, New York, N.Y.) (1 store)	10.0
Sage-Allen & Co. (13 stores in Conn.)	49.8
New Britain	
D & L Stores (8 stores in Conn.) (Also operates 39 Weathervane Shops in Northeast & South)	16.0
Stamford	
Bloomingdale's (Bloomingdale's, New York, N.Y.) (1 store)	29.0
MAINE	
Brunswick	
W. F. Senter (1 store)	3.0
Freeport	
L. L. Bean (1 store plus mail order business)	94.0
Portland	
Porteous Mitchell & Braun (4 stores: Maine 3, N.H. 1)	18.0
MASSACHUSETTS	
Boston Area	
Bloomingdale's (Bloomingdale's, New York, N.Y.) (2 stores)	20.0
Bonwit Teller (Bonwit Teller, New York, N.Y.) (1 store)	10.0
Filene's (Federated Dept. Stores, Cincinnati, Ohio) (12 stores: Mass. 10, N.H. 1, R.I. 1. Also operates Basement Stores in Framingham, Sargus & Worcester, Mass.) (The Chestnut Hill & Braintree, Mass. stores under expansion in 1980. A store in Attleboro, Mass. was opened in 1980.)	267.7
Harvard Coop, Cambridge (1 store)	37.0+
Jordan Marsh (Allied Stores, New York, N.Y.) (14 stores: Mass. 12, N.H. 1, R.I. 1)	374.0
Kennedy's (Phillips-Van Heusen, New York, N.Y.) (11 stores in Mass. & R.I.)	13.0
Lord & Taylor (Lord & Taylor, New York, N.Y.) (3 stores)	22.0

*A limited number of specialty apparel stores are also included. Sales figures are for the year 1979, reflecting published figures or best available estimates on annual volume.

DEPARTMENT STORE SALES

NORTHEAST

	Approx. Sales (Millions of $)
MASSACHUSETTS	
Boston Area (continued)	
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (1 store)	$ 18.0
The Talbot's, Hingham, Mass. (15 stores plus catalog operation)	50 to 75
Pittsfield	
England Bros. (3 stores in Mass.)	9.0
Plymouth	
Buttner's Inc. (7 stores in Mass.)	3.0
Quincy	
Bargain Center (2 stores in Mass.)	10.0
Springfield	
Albert Steiger (9 stores: Mass. 8, Conn. 1)	46.0
Waltham	
Grover Cronin Inc. (1 store)	10.0
NEW JERSEY (Also see New York City Area)	
Newark	
Bamberger's (R. H. Macy & Co., New York, N.Y.) (22 stores: N.J. 16, Dela. 1, Pa. 5) (Princeton, N.J. store was closed in Spring 1980.)	600.0+
Hahne & Co. (Associated Dry Goods, New York, N.Y.) (7 N.J. stores) (Store at Woodbridge, N.J. was opened in 1979. A Rockaway, N.J. store was opened in February 1980.)	48.0
Paterson	
Meyer Brothers (2 stores in N.J.)	3.0
Trenton	
S. P. Dunham & Co. (United Dept. Stores, Trenton, N.J.) (4 stores in N.J.) (Also operates Sattler's Inc. in Buffalo, N.Y.)	21.0
NEW YORK	
Albany (Menands)	
Denby's (The Outlet Co., Department Store Div., Providence, R.I.) (14 stores: N.Y. 12, Mass. 2) (Sold to United Dept. Stores, Trenton in 1980)	25.0

DEPARTMENT STORE SALES

NORTHEAST	Approx. Sales (Millions of $)
NEW YORK	
Albany (Menands) (continued)	
(Filene's, Boston and J.C. Penney are planning to open stores in the Crossgates Shopping Mall which opened in the Fall of 1980.)	
Binghamton	
Fowler, Dick & Walker, Inc. (L. S. Good, Wheeling, W. Va.) (2 stores in N.Y.)	$ 15.0
(Also has a separate division store in Wilkes-Barre, Pa., which was sold to Boscov's in August 1980.)	
Buffalo Area	
Adam, Meldrum & Anderson (9 stores in N.Y.)	75.0
William Hengerer (Associated Dry Goods, New York, N.Y.) (5 N.Y. stores)	30.0
Hens & Kelly (8 N.Y. stores)	32.0
Jenss Dept. Stores, Amherst (5 N.Y. stores)	10.0
The Sample Inc. (14 N.Y. stores)	20.0
Sattler's, Inc. (S. P. Dunham Co., Trenton, N.J.) (4 N.Y. stores)	49.0
(Operations are being re-structured.)	
Elmira	
S. F. Iszard & Co. (2 N.Y. stores)	8.0
Endicott	
The Burt Co. (2 Endicott, N.Y. stores)	4.0
Glens Falls	
Economy Dry Goods (2 N.Y. stores)	15.0
Ithaca	
Rothschild Bros. (Also includes McLean's, Binghamton) (3 stores in N.Y.)	6.0
Jamestown	
Bigelow's Dept. Store (Abrahamson-Bigelow Co.) (1 department store, 2 specialty stores in N.Y.)	3.0+
New York City Area (Also see NEW JERSEY listings)	
Abraham & Straus (Federated, Cincinnati, Ohio) (11 stores: N.Y. 8, N.J. 3)	512.0
Fulton St., Brooklyn	130.0
Babylon	18.0
Garden City	6.0
Hempstead	58.0

(New York City area continued)

DEPARTMENT STORE SALES

NORTHEAST	Approx. Sales (Millions of $)
New York City Area (continued)	
Abraham & Straus (continued)	
Huntington	38.0
Manhasset (remodeled and expanded in 1979)	46.0
Monmouth Mall, Eatontown, N.J.	23.0
Paramus Park, N.J.	51.0
Rego Park, Queens	57.0
Smith Haven	33.0
Woodbridge, N.J.	36.0
(A new store, in the Galleria Mall, White Plains, N.Y., was opened in August 1980. Sales in the first year are expected to reach an annual rate of over $40 million.)	
Alexander's (15 stores: N.Y. 12, N.J. 2, Conn. 1)	454.0
(Alexander's acquired Margo's LaMode—a 73-unit Dallas-based chain of specialty stores, with 1978 sales of $36 million, in July 1979.)	
B. Altman & Co. (The Altman Foundation) (6 stores: N.Y. 3, N.J. 2, Pa. 1)	243.0
Fifth Avenue	115.0
Manhasset	28.0
Paramus, N.J.	31.0
St. Davids, Pa.	17.0
Short Hills, N.J.	20.0
White Plains	32.0
Barney's (1 store)	40.0+
Bendel (Genesco) (Purchased from Genesco by G. Stutz and associates in July 1980.) (1 store)	13.0
Bergdorf Goodman (Carter Hawley Hale, Los Angeles, Calif.) (2 N.Y. stores)	63.0
58th St., New York (Renovated in 1979. Further expansion planned.)	55.0
White Plains (Closed Dec. 1979. This store was taken over by Neiman-Marcus, Dallas, renovated and reopened Sept. 8, 1980. An annual rate of sales of $22 million is expected the first year, with volume reaching $30 million by 1985.)	8.0
Bloomingdale's (Federated, Cincinnati, Ohio) (15 stores: N.Y. 6, Conn. 1, Mass. 1, N.J. 2, Md. 1, Pa. 3, Va. 1)	518.2
New York City area (9 stores)	404.0
59th St. (renovated in 1979)	213.0
Fresh Meadows	16.0
Garden City	29.0
Manhasset (home furnishings store)	9.0
Scarsdale (home furnishings store)	2.0
White Plains	36.0
Riverside Sq., Hackensack, N.J.	39.0

(New York City area continued)

NORTHEAST	Approx. Sales (Millions of $)
NEW YORK (continued)	
New York City Area (continued)	
Bloomingdale's (continued)	
Stamford, Conn.	$ 29.0
Short Hills, N.J.	31.0
Available sales estimates for other stores:	
Northeast:	
Boston, Mass. (2 stores)	20.0
Philadelphia, Pa. (3 stores)	31.5
South:	
Tyson's Corner, McLean, Va.	30.5
White Flint, Kensington, Md.	32.0
Bonwit Teller (acquired by Allied Stores from Genesco in April 1979.) (12 stores: N.Y. 2, N.J. 1, Pa. 3, Mich. 1, Mass. 1, Ill. 2, Fla. 1, Calif. 1)	95.0
New York City area (4 stores)	31.0
Fifth Avenue (closed in Spring 1979. A new flagship store is to be opened by the end of 1980.) (Sales volume represents a 3-month volume before going-out-of-business sale)	12.0
Manhasset	8.0
Short Hills, N.J. (renovated in 1980)	5.0
Westchester (Scarsdale), N.Y.	6.0
Available sales estimates for other stores:	
Northeast:	
Boston, Mass.	10.0
Philadelphia, Pa. (3 stores)	18.0
North Central:	
Michigan Ave., Chicago, Ill.	18.0
Oakbrook, Chicago, Ill.	6.0
Troy, Mich.	8.0
South:	
Palm Beach, Fla.	5.0+
West:	
Beverly Hills, Calif.	9.0
B. Gertz, Plainview, N.Y. (Allied Stores, New York, N.Y.) (7 stores in Long Island, N.Y. Jamaica store closed end of Dec. 1980.)	92.0
Gimbels-New York (Brown & Williamson, New York, N.Y.) (11 stores in N.Y., N.J. and Conn.)	255.0
Korvette's (Purchased by Agache-Willot (France) in 1979 from Arlen Realty & Development Corp.) (50 stores in N.Y., N.J., Pa., Md., Mich., Va. Store closings underway in 1980.) 10-month period ending Dec. 31, 1979	492.3
Lord & Taylor (Associated Dry Goods, New York, N.Y.) (33 stores: N.Y. 4, Conn. 2, Mass. 3, Md. 1, N.J. 2, Pa. 2, Va. 1, D.C. 1, Fla. 1, Ga. 1, Ill. 7, Mich. 3, Tex, 5)	404.0

(New York City area continued)

DEPARTMENT STORE SALES

NORTHEAST	Approx. Sales (Millions of $)
NEW YORK (continued)	
New York City Area (continued)	
Lord & Taylor (continued)	
New York area (7 stores)	$ 133.0
Fifth Avenue	70.0
Garden City	12.0
Huntington Clearance Center	1.0
Manhasset	10.3
Millburn, N.J.	9.5
Paramus Park, N.J.	12.3
Westchester (Scarsdale), N.Y.	17.9
Available sales estimates for other stores:	
Northeast:	
Hartford, Conn.	10.0
Boston area (3 stores)	22.0
Philadelphia, Pa. area (2 stores: Bala Cynwyd, Jenkentown)	25.0
North Central:	
Chicago, Ill. area, total	76.0
Fox Valley	5.5
Hawthorn	6.0
NorthBrook	13.0
Oakbrook	12.5
Old Orchard	5.0
Water Tower Place	22.0
Woodfield	11.0
Detroit, Mich. area, total	37.0
Fairlane	13.0
Lakeside	11.0
Twelve Oaks	13.0
South:	
Chevy Chase, Md.	15.8
White Flint, Md.	12.1
Falls Church, Va.	14.3
Atlanta, Ga.	12.0
Dallas, Tex. area	
NorthPark	11.9
Prestonwood Center (opened Oct. 1979)	2.8
Houston, Tex. area	
Galleria	11.1
Greenspoint Mall	5.5
Memorial City	7.5

(5 stores were opened by Lord & Taylor in 1979. A West Palm Beach store was opened in Feb. 1980; Ann Arbor, Mich., Aug. 1980. 5 additional Florida east coast branches are to be opened by 1984.)

(New York City area continued)

DEPARTMENT STORE SALES

NORTHEAST

	Approx. Sales (Millions of $)
NEW YORK (continued)	
New York City Area (continued)	
Macy's New York (R. H. Macy, New York, N.Y.) (15 stores plus 4 furniture clearance centers and 8 auto centers. Stores are operated in N.Y.-14 and Conn. 1)	$ 664.0
Herald Square	225.0
Mays (J. W. Mays, Brooklyn, N.Y.) (8 stores in N.Y.)	183.0
Ohrbach's (AMCENA Corp., New York, N.Y.) (11 stores: N.Y. 3, N.J. 3, Calif. 5)	135.0
Plymouth Shops (Sold by Genesco, Nashville, Tenn., to Allied Stores, New York, N.Y. in 1979) (32 stores)	33.3
Saks Fifth Avenue (Brown & Williamson, New York, N.Y.) (31 stores: N.Y. 2, N.J. 2, Pa. 2, Md. 1, Mass. 1, Mich. 2, Ohio 1, Ill. 2, Ga. 1, Fla. 4, Tex. 1, Ariz. 1, Calif. 8, Mo. 1)	532.0
Fifth Avenue	140 to 145
Other stores in Northeast, incl. White Plains, N.Y., Bergen County & Springfield, N.J., Garden City, N.Y., Boston, Mass., Bala Cynwyd, Pa.)	85.0
Boston Mass.	18.0
Bala Cynwyd, Pa.	12.0
Available sales estimates for other stores:	
North Central:	
Chicago, Ill, area	
North Michigan Ave.	26.0
Old Orchard	13.0
Cleveland, Ohio	8.0
Detroit, Mich.	
Fairland Shopping Center (opened in 1979) Annual rate:	20.0
Somerset	23.5
St. Louis, Mo.	
Frontenac Plaza	16.0+
South:	
Chevy Chase, Md.	25.0
Atlanta, Ga.	12.0
Houston, Tex.	15 to 20
Fla. - Bal Harbour and Palm Beach	30.0
Fort Lauderdale (A replacement store was opened in Nov. 1980)	5.5
West:	
Phoenix	8.0
Southern California (5 stores)	50.0
Northern California (3 stores)	30.0

(Saks Fifth Avenue closed its units in New Center, Detroit and in Ann Arbor, Mich., in 1979; closed an older Palm Beach unit, replacing it with a larger unit, and opened a store in South Coast Plaza, Costa Mesa, Calif.)

(New York City area continued)

DEPARTMENT STORE SALES

NORTHEAST	Approx. Sales (Millions of $)
NEW YORK (continued)	
New York City Area (continued)	
Stern Bros., Paramus, N.J. (Allied Stores) (7 stores)	$ 112.0
Niagara Falls	
Beir Bros. (1 store)	4.0
Oneonta	
Bresee's Oneonta Dept. Store (1 store)	5.0
Patchogue	
Swezey & Newins (2 stores)	12.0
Rochester	
B. Forman & Co., Midtown Plaza (5 N.Y. stores)	20.0
McCurdy & Co. (6 N.Y. stores)	60.0
Sibley, Lindsay & Curr (Associated Dry Goods, New York, N.Y.) (9 N.Y. stores)	110.0
Schenectady	
The Carl Co. (5 N.Y. stores)	8.0
Seaford	
Mid-Island Dept. Stores (6 L.I., N.Y. stores)	13.0
Syracuse	
The Addis Co. (4 stores in N.Y.)	10.0+
C. E. Chappell & Sons, Northern Light Shopping Center (5 N.Y. stores)	14.0
Dey Brothers (Allied Stores, New York) (4 N.Y. stores)	40.0
PENNSYLVANIA	
Allentown	
Bamberger's (Bamberger's, Newark, N.J.) (1 branch store)	25.0+
Hess's (Crown American Corp.) (18 stores: 17 stores in Pa., 1 in Md.)	159.8
(The 18th unit was opened at Frackville, Pa. The 19th unit in Sangertown Sq. Mall, near Utica, N.Y., and a unit at Arnot Mill, near Elmira, N.Y. were opened in 1980. Other upper New York stores are planned.)	
H. Leh & Co. (3 stores in Pa.)	12.0+
Altoona	
William F. Gable Co. (Fowler, Dick & Walker, Binghamton, N.Y.) (1 store)	10.0

NORTHEAST	Approx. Sales (Millions of $)
PENNSYLVANIA (continued)	
Greensburg	
Troutman's (Allied Stores, New York, N.Y.) (8 stores in Pa.)	$ 38.9
Harrisburg	
Pomeroy's Inc. (Allied Stores, New York, N.Y.) (6 stores in Pa.)	55.0
Hazelton	
P. Deisroth's Sons (2 stores in Pa.)	4.0
Johnstown	
Glosser Brothers, Inc. (1 store) (Also operates Gee Bee Discount Stores and 3 supermarkets. Total volume for all operations is estimated at about $160 million.)	25.0
Lancaster	
Watt & Shand (2 stores in Pa.)	23.0
Levittown	
Pomeroy's Inc. (Allied Stores, New York, N.Y.) (8 stores: Pa. 7, Dela. 1)	60.0
Philadelphia Area	
B. Altman, St. Davids (B. Altman, New York, N.Y.) (1 store)	17.0
Bloomingdale's (Bloomingdale's, New York, N.Y.) (3 stores, incl. 1 home furnishings store and a King of Prussia branch which was opened in 1979.)	31.5
Bonwit Teller (Bonwit Teller, New York, N.Y.) (3 stores)	18.0
Philadelphia (Renovations underway in 1980)	9.0
Jenkintown	6.0
Wynnewood (Closed in summer 1980)	3.0
Gimbel's-Philadelphia (Brown & Williamson, New York, N.Y.) (10 stores: Pa. 8, N.J. 2)	135.0
The Gallery	31.5
Lord & Taylor (Lord & Taylor, New York, N.Y.) (2 stores: Bala Cynwyd & Jenkintown)	25.0
Saks Fifth Avenue, Bala Cynwyd (Saks Fifth Avenue, New York, N.Y.)	12.0
Strawbridge & Clothier (11 department stores: Pa. 8, N.J. 2, Del. 1, plus Clover Stores)	367.2
Department stores (11 stores)	250.0
The Gallery, Philadelphia	67.0
John Wanamaker (Carter Hawley Hale, Los Angeles, Calif.) (15 stores: Pa. 12, N.Y. 1, N.J. 2) (Also operates Cleland Simpson, Scranton, Pa. and Globe Store, Scranton, Pa.)	328.4
Pittsburgh	
Gimbel's-Pittsburgh (Brown & Williamson, New York, N.Y.) (6 stores in Pa.)	133.9
Joseph Horne (Associated Dry Goods, New York, N.Y.) (13 stores: Pa. 11, Ohio 2, plus 2 Boston Stores in Pa.)	187.7

(Pittsburgh continued)

DEPARTMENT STORE SALES

NORTHEAST	Approx. Sales (Millions of $)
PENNSYLVANIA (continued)	
Pittsburgh (continued)	
Kaufman's Department Stores (May Department Stores, St. Louis, Mo.) (10 stores: Pa. 8, Ohio 2)	$ 253.7
Metropolitan area (7 stores, incl. Century III unit which was opened in October 1979 and which is expected to reach an annual rate of $14 million in its first year.)	207.0
Reading	
Boscov's (6 stores in Pa.) (Acquired 2 Fowler, Dick & Walker's Boston Stores, Wilkes Barre and Hazelton, Pa., in August 1980.)	110.0
Scranton	
Globe Store (Cleland-Simpson) (John Wanamaker, Philadelphia, Pa.) (1 store)	20.0
Stroudsburg	
A. B. Wyckoff (1 store in Pa., 1 in N.J.)	4.0
Uniontown	
Metzler's Department Store (2 stores in Pa.)	4.0
Wilkes-Barre	
Fowler, Dick & Walker's Boston Stores (2 stores) (Sold to Boscov's, Reading, Pa. in 1980)	15.0
Wilkes Barre (To be remodeled and renamed Bosco's Boston Store)	11.5
Hazleton (To be closed)	3.5
RHODE ISLAND	
Providence	
The Outlet Dept. Stores (Operates 8 Edward Malley Co. stores: Conn. 2, Mass. 2, R.I. 4) (Also operates Hughes & Hatcher Men's Wear Division. The Outlet Co. agreed to sell this and its department stores to United Department Stores, Trenton, N.J., Nov. 1980.)	100.0
NORTH CENTRAL	
ILLINOIS	
Bloomington	
Rolands of Bloomington Inc. (2 stores in Ill.)	6.0
Champaign	
Robeson's Inc. (1 store)	7.0
Chicago Area	
Baskin (Hart Schaffner & Marx) (25 stores)	35 to 40
Bonwit Teller (Bonwit Teller, New York, N.Y.) (2 stores)	24.0
Michigan Avenue	18.0
Oakbrook	6.0

(Chicago area continued)

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
ILLINOIS (continued)	
Chicago area (continued)	
Carson Pirie Scott & Co. (27 stores, incl. 17 in Chicago Div. and 10 in Community Stores Div., Peoria)	$ 434.3
14 Chicago area stores	250.0
State St.	75.0
Aurora	2.2
Evergreen Plaza	26.0
Lakehurst	8.0
Yorktown	26.0
Community Family Centers (11 stores in Chicago area)	60.0
Crawford Department Stores (4 stores in Ill.)	9.5
Evans Inc. (9 specialty stores plus leased fur departments in Ill., S.C., Ind., D.C.)	79.0
Goldblatt's (39 stores plus furniture outlets and home improvement centers in Ill., Ind., Mich., and Wis., 6 Wasson's Stores in Ind.)	306.6
Chicago area (21 stores)	200.0
State St. (incl. $26 million in main store, $6 million in Bargain Basement)	32.0
K mart (50 stores in Chicago area)	253 to 275
Lord & Taylor (Lord & Taylor, New York, N.Y.) (7 stores)	76.0
Fox Valley	5.5
Hawthorne	6.0
Northbrook Court	13.0
Oakbrook	12.5
Old Orchard	5.0
Water Tower Place	22.0
Woodfield	11.0
Lytton's (Cluett Peabody) (13 stores in Ill. Also operates Young-Quinlan, Minneapolis, Minn.)	50.0
Madigan Brothers, River Forest, Ill. (6 specialty stores in Ill.)	50.0
I. Magnin & Co. (I. Magnin, San Francisco, Calif.) (1 store plus Ware Fur Boutique which does $2 million in sales)	22.0
Northbrook Court (Store opened October 1979. 1st year volume projected to $11.0 million.)	
Marshall Field (Marshall Field & Co. which merged with J.B. Ivey & Co. in October 1980.)	
Chicago Stores Division (16 stores: Ill. 15, Wis. 1)	470.0
State St.	148.0
Oakbrook	9.0
Old Orchard	62.0
Park Forest	8.5
River Oaks	26.0
Woodfield	36.0
Montgomery Ward (410 stores throughout the U.S., and catalog operations)	5,251.1
16 Chicago area stores	279.0

(Chicago area continued)

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
ILLINOIS (continued)	
Chicago area (continued)	
Montgomery Ward (continued)	
State St.	$ 28.0
Evergreen Plaza	28.0
North Riverside Mall	22 to 28
Neiman Marcus (Neiman Marcus, Dallas, Texas) (1 store)	
Northbrook Court	19.0
The People's Store of Roseland (2 stores)	18.0
J. C. Penney (30 stores in area)	350 to 400
Ford City Shopping Center	30 to 35
Lakehurst	20.0
Woodfield	45.0
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (2 stores)	39.0
North Michigan Avenue	26.0
Old Orchard	13.0
(A new Oak Brook store will be opened in 1981)	
Sears Roebuck (32 area stores, incl. department, catalog and appliance)	750.0
State St.	45.0
Northbrook Court	18.0
Oak Brook	70 to 75
River Oaks	70 to 75
Tower	14.0
Woodfield	70 to 75
Spurgeon Mercantile (72 stores in Ill., Ind., Iowa, Mich., Minn. and Wis.)	48.8
Charles A. Stevens & Co. (Hart Schaffner & Marx) (20 specialty stores)	50.0
Venture Stores Inc. (May Dept. Stores Co.) (22 area stores, incl. 13 Turnstyle units taken over in 1978.)	260.0
Wieboldt Stores, Inc. (13 stores in Ill.)	169.7
Elgin	
Ackemann Bros. (2 stores in Ill.)	5.0
Joseph C. Spiess Co. (3 stores in Ill.)	12.0
Granite City	
The Glik Co. (13 stores: Ill. 12, Mo. 1)	4.0+
Joliet	
Al Baskin Co. (5 stores, incl. 4 Mark Shale Stores)	15.0
Peoria	
P. A. Bergner Co. (also operates Chas. V. Weise Co., Rockford and Myers Brothers, Springfield, Ill.) (27 stores in Ill.)	150.0
Szold's Inc. (2 stores in Ill.)	7.0
River Forest	
Madigan's (5 stores in Ill.)	27.0

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
ILLINOIS (continued)	
Rockford	
The Chas. V. Weise Co. (P. A. Bergner Co., Peoria, Ill.) (8 stores: Ill. 6, Wis. 2)	$ 50.0
Springfield	
Famous Barr (Famous Barr, St. Louis, Mo.) (1 branch store) White Oaks Mall	13.0
Myers Bros., Inc. (P. A. Bergner Co., Peoria, Ill.) (4 stores in Ill.)	16.0
Stix Baer & Fuller (Stix Baer & Fuller, St. Louis, Mo.) (2 stores) (Downtown store closed in 1979, leaving 1 store in White Oaks Mall)	5.0
INDIANA	
Hammond	
Edward C. Minas Co. (3 stores. Ill. 2, Ind. 1)	8.0
Indianapolis	
L. S. Ayres & Co. (Associated Dry Goods, New York, N.Y. (12 department stores in Ind.) (The University Park, Mishawaka, Ind., store was opened in May 1979. Ayres also operates specialty stores with a volume of about $20 million.)	120.0
William H. Block Co. (Allied Stores, New York, N.Y.) (9 stores in Ind.)	78.2
Lafayette	
Loeb's Inc. (3 stores in Ind., plus Furniture Galleries)	5.0
Muncie	
Ball Stores (3 stores in Ind. Also operates Ball Stores Collegienne Shops)	9.0
Terre Haute	
Schultz & Co. (2 stores)	47.6
Valparaiso	
Lowenstine (1 store)	3.0
IOWA	
Cedar Rapids	
Armstrong's (1 store)	20.0
Killian Co. (3 stores in Iowa)	12.0
Davenport	
Peterson-Harned-Von Maur (7 stores: Ia. 5, Ill. 2)	15 to 20

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
IOWA (continued)	
Des Moines	
Younker's Dept. Store (Equitable of Iowa Companies, Des Moines, Ia.) (27 stores: Ia 21, Ill. 1, Neb. 3, Minn. 1, S.D. 1)	$ 141.9
Main store, Des Moines	50.0+
Dubuque	
Roshek's (Gamble Dept. Stores Inc., Chicago, Ill.) (1 store)	8.0
MICHIGAN	
Detroit Area	
Bonwit Teller, Troy (Bonwit Teller, New York, N.Y.) (1 branch store)	8.0
Crowley Milner & Co. (8 stores in Mich.)	59.4
Hudson's (Dayton Hudson) (16 stores: Mich. 15, Ohio 1)	652.0
Novi, Twelve Oaks	45.0
Westland	44.0
Toledo, Ohio	20.0
(A store was opened in West Lansing in 1979; in South Bend, Ind. in Feb. 1980; in Kalamazoo, July 1980.)	
Hughes & Hatcher Men's Wear Div. (The Outlet Co., Providence, R.I.)	96.6
(This division was sold by The Outlet Co. to United Dept. Stores, Trenton, N.J. in Nov. 1980.)	
Jacobson Stores, Jackson (16 department stores: Mich. 11, Ohio 1, Fla. 4, plus 7 home furnishings stores and 1 children's wear store)	150.0
Michigan stores (11)	135.0
Lord & Taylor, (Lord & Taylor, New York, N.Y.) (3 branch stores)	37.0
Fairlane	13.0
Twelve Oaks	13.0
Lakeside	11.0
(A Lord & Taylor store was opened in Ann Arbor, Mich. in Aug. 1980)	
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (2 branch stores)	43.5
Fairlane Shopping Center (Dearborn) (opened in late 1979) Annual rate:	20.0
Somerset (enlarged in 1979)	23.5
(The New Center and Ann Arbor stores were closed in 1979)	
Sears Roebuck (Sears Roebuck & Co., Chicago, Ill.) Detroit area stores	420.0
Winkelman's, total (82 women's specialty stores)	90.3
Detroit area stores	55.0
Flint	
The Fair (Interstate Dept. Stores, New York, N.Y.) (5 stores in Mich.)	7.0

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
MICHIGAN (continued)	
Grand Rapids	
Herp's (Allied Stores, New York, N.Y.) (2 stores in Mich.)	$ 15.0
Paul Steketee (6 stores in Mich.)	21.0
Kalamazoo	
Gilmore Bros. (3 stores in Mich.)	11.0
Saginaw	
W. C. Wiechmann Co. (3 stores in Mich.)	8.0
Traverse City	
J. W. Milliken (3 stores in Mich.)	5.0
MINNESOTA	
Duluth	
Duluth Glass Block Stores (2 stores in Minn.) (Also operates O. U. deLendrecie Co., Fargo, N.J., which has a volume of $4.0 million)	20.0
Mankato	
Bretts Dept. Store (4 stores in Minn.)	10.0
Minneapolis	
Dayton's (Dayton Hudson, Minneapolis, Minn.) (12 stores: Minn. 9, N.D. 2, S.D. 1) (LaCrosse, Wis., store opened in July 1980.)	357.0
Donaldson's (Allied Stores, New York, N.Y.) (8 stores: Minn. 7, Ia. 1)	98.0
Powers Dry Goods (Associated Dry Goods, New York, N.Y.) (7 stores in Minn.)	65.0
St. Cloud	
Fandel (2 dept. stores in Minn., plus 2 Intrigue Spec. Stores in Minn.)	4.0
Herberger's (19 stores: Minn. 7, Mont. 2, N.D. 2, S.D. 5, Wis. 2, Wyo. 1)	35.0
MISSOURI	
Joplin	
Newman Mercantile Co. (4 stores: Kans. 1, Mo. 2, Okla. 1, plus a furniture store in Joplin)	10.0
Kansas City	
Harzfeld's (Garfinckel, Brooks Bros., Miller & Rhoads, Wash., D.C.) (8 stores: Kans. 2, Mo. 4, Okla. 2)	38.0
Jack Henry Clothing (Hart, Schaffner & Marx, New York, N.Y.) (5 stores)	10.0+
The Jones Store Co. (Mercantile Stores, New York, N.Y.) (5 stores: Kans. 3, Mo. 2)	90.0

(Kansas City continued)

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
MISSOURI (continued)	
Kansas City (continued)	
Macy's Missouri-Kansas (R. H. Macy, New York, N.Y.) (12 stores: Kans. 5, Mo. 7) (Effective Nov. 1980, the buying function of LaSalle's, Toledo, Ohio and Macy's, Mo.-K.C. were consolidated with headquarters in K.C.)	$ 105.0
Stix, Baer & Fuller (Stix, Baer & Fuller, St. Louis, Mo.) (3 stores)	
Kansas City area	27.5
Ward Parkway, Kansas City	14.0
Oak Park, Overland Park, Kans.	7.5
Independence, Mo.	6.0
Other stores:	
White Oaks Mall, Springfield, Ill.	5.0
St. Louis Area	
Famous Barr (May Department Stores, St. Louis, Mo.) (9 department stores and 1 apparel specialty store in St. Louis; 2 department stores in Ill.)	292.5
Department store total	287.5
St. Louis area stores: (9 department stores, 1 apparel store)	267.5
Downtown	53.0
Clayton	26.0
Crestwood	15.0
Northland	25.5
Northwest Plaza	33.0
St. Clair	32.0
South County	24.0
Southtown	21.5
West County	32.5
F-B Ltd. (apparel specialty store)	5.0
Other stores:	
Alton Square, Alton, Ill.	12.0
White Oaks Mall, Springfield, Ill.	13.0
Grandpa's (5 stores)	35 to 40
K mart (19 stores, including 3 Zayre store locations taken over in 1979 and new store opened in Alton, Ill. in Sept. 1979)	140.0
Neiman-Marcus (Neiman-Marcus, Dallas, Texas) (1 store)	
Frontenac Plaza	13.0
J.C. Penney (6 full-line stores, including Alton Sq., Alton, Ill. store opened in Nov. 1979, and 6 soft goods stores) (Also operated a surplus catalog outlet, East Alton, Ill.)	115.0
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (1 store)	
Frontenac Plaza	16.0+
Sears, Roebuck & Co. (7 A and B full-line stores; 2 catalog stores and an outlet store)	135.0
Northwest Plaza	38.0

(St. Louis area continued)

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
MISSOURI (continued)	
St. Louis Area (continued)	
Stix, Baer & Fuller (Associated Dry Goods, New York, N.Y.)	
(14 stores: 8 St. Louis area stores, 3 in Kansas City area, 1 in Fairview Hts., Ill. - open April 1979, 2 John Bressmer Co. stores in Springfield, Ill.)	$ 138.5
St. Louis area stores	106.0
Downtown	18.0
Chesterfield Mall	13.0
Crestwood	16.0
Jamestown	10.0
Northwest Plaza	11.0
River Roads (warehouse clearance outlet switched to this store from downtown store)	11.0
St. Clair Square (opened April 1979)	8.0
Westroads	19.0
Other Stores:	
Independence, Mo.	6.0
Oak Park, Overland Park, Kansas	7.5
Ward Parkway, Kansas City, Kansas	14.0
Springfield, Ill. (2 stores including downtown store which was closed in 1979, leaving 1 store in White Oaks Mall.)	5.0
(Stix opened a 9th St. Louis area store in South County shopping center, in February 1980.)	
Target Stores (Dayton Hudson) (10 stores, including 3 opened in 1979)	110.0
Venture Stores (May Department Stores) (12 stores in St. Louis area)	170.0
Wal-Mart (8 stores, including 3 opened in 1979)	35 to 40
NEBRASKA	
Fremont	
George Schweser's & Sons (8 stores in Neb.)	8.0
Lincoln	
Miller & Paine (3 stores in Neb.)	25.0
Omaha	
J. L. Brandeis & Sons (15 stores: Iowa 2, Neb. 13)	92.0
NORTH DAKOTA	
Fargo	
Herbst, Inc. (4 stores in N.D.)	5.0
O. J. de Lendrecie Co. (Branch of Duluth Glass Block Stores, Co., Duluth, Minn.) (1 store in N.D.)	4.0

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
OHIO	
Akron	
The M. O'Neil Co. (May Dept. Stores Co., St. Louis, Mo.) (9 stores in Ohio)	$ 121.5
Ashtabula	
Carlisle-Allen (11 stores: Ohio 6, Pa. 5)	45.0
Bowling Green	
Fred W. Uhlman & Co. (10 department stores in Ohio. Also operates specialty stores in Ohio, Mich. and Ind.)	13.0
Cincinnati	
McAlpin Co. (Mercantile Stores Co., New York, N.Y.) (9 stores: Ohio 5, Ky. 4)	100.0+
H. & S. Pogue Co. (Associated Dry Goods, New York, N.Y.) (5 stores: Ohio 4, Ky. 1)	75.0
Shillito's (Federated Dept. Stores, Cincinnati, Ohio) (9 stores: Ohio 7, Ky. 2)	211.6
Cleveland	
Halle's (Marshall Field & Co., Chicago, Ill.) 9 stores: Ohio 7, Pa. 2 (Sandusky, Ohio branch opened in spring 1980. Halle's bought Union Co., Columbus, Ohio stores in May 1980.)	110.0
The Higbee Co. (11 department stores in Ohio. Also a home store, a budget store and 8 Shoe Lace Stores in Cleveland area)	197.4
Department stores (11 stores)	185.0
The May Co. (May Dept. Stores, St. Louis, Mo.) (10 stores in Ohio)	220.0
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (1 store)	8.0
Columbus	
Lazarus (Federated Dept. Stores, Cincinnati, Ohio) (14 stores: Ohio 11, Ind. 3) (Also operates a Home Store and 3 Capri Shops) (Indianapolis, Ind. branch opened in the fall of 1980)	325.4
The Union Co. (Manhattan Industries, New York, N.Y. Sold to Halle's in May 1980.) (8 specialty stores in Ohio)	28.0
Dayton	
Elder-Beerman Dept. Store Div. (Elder-Beerman Stores Corp.) (20 stores in Ohio)	170.0
Rike's (Federated Dept. Stores, Cincinnati, Ohio) (5 stores in Ohio)	122.9
Jackson	
Stiffler Stores (16 stores in Ohio)	4.0
Portsmouth	
The Marting Bros. (2 stores in Ohio)	6.0
Springfield	
Wren's (Allied Stores, New York, N.Y.) (2 stores in Ohio)	15.0

DEPARTMENT STORE SALES

NORTH CENTRAL	Approx. Sales (Millions of $)
OHIO (continued)	
Toledo	
Hudson's (J. L. Hudson Co., Detroit) (1 store in Franklin Park)	$ 20.0
LaSalle's (R. H. Macy, New York, N.Y.) (7 stores in Ohio) (Buying functions were combined with those of Macy's - Kansas City in Nov. 1980. Headquartered in K.C.)	49.0
Lion Dry Goods (Mercantile Stores, New York, N.Y.) (3 stores in Ohio)	30.0
Wooster	
H. Freedlander Co. (1 store)	4.0
Youngstown	
Strouss (May Dept. Stores, St. Louis, Mo.) (10 stores plus 12 Rivet Stores in Ohio)	75.4
WISCONSIN	
Green Bay	
H.C. Prange (H.C. Prange Co., Sheboygan) (28 store total, incl. Prange-Way Discount Stores)	200.0
Department store division (18 stores)	95.0
LaCrosse	
Wm. Doerflinger Co. (3 stores in Wisc.)	6.0
Madison	
Harry S. Manchester (T. A. Chapman, Milwaukee, Wisc.) (4 stores in Wisc.)	10.0
Marinette	
Lauerman Bros., (4 stores: Mich. 2, Wisc. 2)	5.0
Milwaukee	
T. A. Chapman (4 stores in Wisc.)	23.0
Gimbel's-Midwest (Brown & Williamson, New York, N.Y.) (11 stores in Wisc.)	154.0
Milwaukee Boston Store (Federated Dept. Stores, Cincinnati, Ohio) (6 stores in Milwaukee)	99.1
Wisconsin Rapids	
Johnson Hills Dept. Stores (3 stores in Wisc.)	6.0
SOUTH	
ALABAMA	
Birmingham	
Loveman's (City Stores, New York, N.Y.) (6 stores in Ala.)	20.0
Parisian Inc. (8 stores in Ala.)	85.0
Pizitz Inc. (10 stores in Ala.)	60.0

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
ALABAMA (continued)	
Florence	
Rogers Inc. (3 stores in Ala.)	$ 10.0
Huntsville	
Dunnavant's (1 store)	3.0
Mobile	
C. J. Gayfer Co. (Mercantile Stores, New York, N.Y.) (11 stores: Ala. 2, Fla. 6, Miss. 3 and 6 Gayfers (Montgomery) in Ala., Ga.)	120.0
ARKANSAS	
Fort Smith	
Boston Store Dry Goods (2 stores in Ark. plus 4 stores in White House Dry Goods Co. Div., Beaumont, Tex.)	20.0
Hunt Dry Goods (9 stores: Ark. 6, Mo. 1, Okla. 1, Tex. 1)	8.0
Little Rock	
M. M. Cohn (7 stores: Ark. 4, Tenn. 3)	22.0
Dillard Dept. Stores Little Rock Division (13 stores: Ark. 7, La. 3, Tex. 3)	115.6
DELAWARE	
Claymont	
The Dry Goods (SCOA Industries, Columbus, Ohio) (4 stores)	35.0+
Wilmington	
Kennard's Department Stores (3 stores in Dela.)	5.0
DISTRICT OF COLUMBIA	
Washington Area (Including nearby Baltimore and Maryland stores. Also see Baltimore, Md. listings)	
Bloomingdale's (Bloomingdale's, New York, N.Y.) (2 branch stores)	62.5
Tyson's Corner, McLean, Va.	30.5
White Flint, Kensington, Md..	32.0
Britches of Georgetown, Alexandria, Va. (Canterbury Tales) (14 stores)	13.0
Garfinckel's (Garfinckel, Brooks Bros., Miller & Rhoads) (7 stores: D.C. 2, Md. 2, Va. 3 plus 2 hotel shops)	68.0
The Georgetown University Shop (2 specialty stores incl. Chevy Chase store which was opened in Spring 1979. Both sold Nov. 1980 to John B. Smoot)	
Georgetown Campus store	2.5

(Washington area continued)

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
DISTRICT OF COLUMBIA (continued)	
Washington Area (continued)	
Hecht's (May Department Stores Co., St. Louis, Mo.) (20 stores: Md. 15, D.C. 1, Va. 4. 2 stores, Security Mall, Baltimore and Annapolis, Md. were opened in 1979)	$ 325.0
Washington Metropolitan Area	271.0
(A branch will be opened at Fair Oaks, Woodbridge, Va.)	
Lord & Taylor (Lord & Taylor, New York, N.Y.) (3 branch stores)	42.2
Chevy Chase, Md.	15.8
Falls Church, Va.	14.3
White Flint, Kensington, Md.	12.1
(A 4th branch in this area will be opened in 1981)	
I. Magnin (I. Magnin, San Francisco, Calif.) (1 branch store in White Flint, Kensington, Md.)	9.0
Neiman-Marcus (Neiman-Marcus, Dallas, Tex.) (1 branch store in Mazza Gallerie, Chevy Chase, Md.)	13.7
Raleighs (12 specialty stores)	55.0
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (1 branch store in Chevy Chase, Md.)	25.0
Sears Roebuck (Sears Roebuck Co., Chicago, Ill.) (15 stores)	365.0
Metropolitan Washington area (10 stores)	315.0
Woodward & Lothrop (14 stores: D.C. 2, Md. 10, Va. 2)	295.2
Main store, Washington	45.0
Tyson's Corner, McLean, Va.	35.0
(A 15th store, in White Marsh, A Baltimore suburb, will be opened in 1980. A 16th will be opened in Fair Oaks, Woodbridge, Va.)	
FLORIDA	
Bradenton	
Beall's Dept. Stores (19 stores in Fla.)	30.0
Jacksonville	
Furchgott's Inc. (6 stores in Fla.)	16.0
May-Cohens (May Dept. Stores, St. Louis, Mo.) (6 stores in Fla.)	42.2
Miami-Palm Beach Area	
Bonwit Teller, Palm Beach (Bonwit Teller, New York, N.Y.) (1 branch store)	5.0+
Burdine's (Federated Dept. Stores, Cincinnati, Ohio) (16 stores in Fla. plus 2 furniture clearance centers.)	407.0
(Stores in Boca Raton, Fort Myers and West Palm Beach were opened in 1979. A St. Petersburg branch was opened in August 1980; part of a store in Cutler Ridge Shopping Center, Dade County was opened in Oct. 1980. A replacement store for the downtown Ft. Lauderdale store was opened in the Galleria Center in Nov. 1980.)	
JByrons (Jack Eckerd Corp., Clearwater, Fla.) (38 stores in Fla.)	120.0+
(A Fort Myers store was opened in July and one in Bradenton in the fall of 1979. A West Palm Beach store was opened in 1980.)	
Jefferson Stores (Montgomery Ward, Chicago, Ill.) (14 stores in Fla.) (2 additional Fla. units were opened in 1980. Also operates Jefferson Ward stores in Philadelphia, Pa. area)	150.0

(Miami-Palm Beach area continued)

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
FLORIDA (continued)	
Miami-Palm Beach Area (continued)	
Jordan Marsh-Florida (Allied Stores, New York, N.Y.) (12 stores in Fla.)	$ 175.0
Neiman Marcus (Neiman Marcus, Dallas, Tex.) (1 branch at Bal Harbour)	25.0
Richards (City Stores, New York, N.Y.) (8 stores in Fla.)	55.0
Saks Fifth Avenue (Saks Fifth Avenue, New York, N.Y.) (3 Florida branches)	
Bal Harbour & Palm Beach	30.0
Fort Lauderdale (A replacement store was opened in Nov. 1980)	5.5
(Lord & Taylor, New York, N.Y., opened a West Palm Beach store in February 1980 and plans to open five more on the east coast of Florida by 1984.)	
Tallahassee	
Avery's (7 stores: Fla. 1, Ala. 3, Ga. 1, Ky. 2. Also specialty stores in Ala. and Fla.)	7.0
Tampa-St. Petersburg Area	
Maas Bros., Tampa (Allied Stores, New York, N.Y.) (19 stores in Fla.)	252.0
Robinson's of Florida, St. Petersburg (Associated Dry Goods, New York, N.Y.) (7 stores in Fla.)	55 to 60
(Burdine opened a store at Crossroads Shopping Center, St. Petersburg in August 1980.)	
Winter Park	
Ivey's-Florida (J. B. Ivey & Co., Charlotte, N.C.) (10 stores in Fla.)	67.0
GEORGIA	
Atlanta Area	
J.P. Allen & Co. (Hart, Schaffner & Marx, New York) (6 stores in Ga.)	15.0+
Davison's (R. H. Macy Inc., New York) (11 stores in Ga.)	142.0
H. Kessler & Co. (6 stores in Ga. and a wholesaling operation)	12.0
Lord & Taylor (Lord & Taylor, New York) (1 store)	12.0
Rich's (Federated Dept. Stores, Cincinnati, Ohio) (15 stores: Ga. 12, Ala. 2, S.C. 1)	328.8
(A Haywood Mills, Atlanta store, and one in Greenville, S.C. were opened in the fall of 1980.) (Rich's also operated 18 Richway Discount Stores, with a volume of $205.4 million. Three stores in this operation will be opened in 1980.)	
Saks Fifth Avenue (Saks Fifth Avenue, New York) (1 store)	12.0
Augusta	
J. B. White & Co. (Mercantile Stores, New York, N.Y.) (2 stores in Ga.)	13.0

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
GEORGIA (continued)	
Columbus	
J. A. Kirven Co. (3 stores in Ga.)	$ 6.0
Cordele	
I. Perlis & Son (operates 6 stores in Ga.: The Big Store, The Fair Store and Halperin's Dept. Store)	2.0+
Savannah	
Levy's of Savannah, Ga. (Allied Stores, New York, N.Y.)	11.0
KENTUCKY	
Ashland	
C. H. Parsons Co. (1 store)	6.0
Danville	
Hub Frankel Co. (1 store)	4.5
Louisville	
J. Bacon & Co. (Mercantile Stores, New York, N.Y.) (5 stores: Ind. 1, Ky. 4)	30.0
Levy Bros. Inc. (4 specialty stores in Ky.)	4.0
Shapira Corp. (16 stores in Ky., including The Hub Store, Elizabethtown, 12 Louisville stores, The People's Store, Radcliff, The Lincoln Shop and The Town & Country Store, Bardstown)	6.0+
Ben Snyder Inc. (8 stores: Ind. 2, Ky. 6)	22.0
Stewart Dry Goods (Associated Dry Goods, New York, N.Y.) (7 stores: Ind. 1, Ky. 6)	60.0
Madisonville	
Baker & Hickman (1 store plus Tiny Town in Madisonville)	2.0
Owensboro	
S. W. Anderson Co. (2 stores in Ky.)	6.0
LOUISIANA	
Alexandria	
Weiss & Goldring (2 stores in La.)	4.0
Wellan's (2 stores in La.)	8.5
Baton Rouge	
Goudchaux's Inc. (3 stores in La.)	65.0
Lake Charles	
Muller Co. Ltd. (Allied Stores) (2 stores in La.)	4.0

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
LOUISIANA (continued)	
New Orleans	
Leon Godchaux Clothing Co. (7 stores: La. 6, Miss. 1)	$ 28.0
D. H. Holmes (13 stores: La. 12, Miss. 1)	176.5
Krauss Co. Ltd. (1 store)	18.0
Maison Blanche (City Stores, New York, N.Y.) (8 stores in La.)	65 to 70
Shreveport	
Palais Royal (3 stores in La.)	8.5
Rubenstein's Inc. (4 stores in La.)	7.0
Selber Brothers Inc. (7 stores: Tex. 3, La. 4)	12.0
MARYLAND	
Baltimore (Also see: Washington, D.C. Area)	
Brager-Gutman (HRT Ltd., Honolulu, Hawaii) (2 stores in Md.)	8.0
L. Epstein (7 stores in Baltimore, Md.)	20.0
Hochschild Kohn & Co. (Supermarkets General) (8 stores) (A specialty unit in Easton, Md. was opened in 1979. Newburgh, N.Y. store will be opened in 1980.)	59.0
Hutzler Bros. (6 stores in Md.)	77.3
Stewart & Co. (Associated Dry Goods) (5 stores in Md.)	75.0
MISSISSIPPI	
Jackson	
McRae's (11 stores: Miss. 10, Fla. 1) (11 stores)	70.0+
Oxford	
J. E. Neilsen Co. (1 store)	2.0
NORTH CAROLINA	
Asheville	
Bon Marche, Inc. (Meyers/Arnold, Greenville, S.C.) (3 stores)	6.0
Burlington	
B. A. Sellers & Sons (2 stores)	3.0
Charlotte	
Collins Dept. Stores (10 stores)	20.0
Ivey's Carolinas (J. B. Ivey & Co.) (13 stores in N.C.)	80.0
Elkin	
Spainhour (Sydnor Spainhour Co., Elkin, N.C.) (5 stores in N.C.)	4.0
Whiteville	
Leder Bros. (11 stores: N.C. 8, S.C. 4)	6.0+
Winston-Salem	
Davis Inc. (3 stores in N.C.)	5.0+

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
OKLAHOMA	
Oklahoma City	
John A. Brown Co. (Dayton Hudson) (5 Okla. stores. A fourth Oklahoma City store was opened in the fall of 1980.)	$ 48.9
Shawnee	
Newton Wall Co. (15 stores: Okla. 9, Miss. 4, Ark. 1, Tex. 1)	7.5
Tulsa	
Clarke's Good Clothes (7 stores: Okla. 6, Ark. 1)	14.0
Froug Co. (10 stores: Okla. 9, Ark. 1)	17.0
SOUTH CAROLINA	
Anderson	
Gallant-Belk (6 stores: Ga. 2, S.C. 4)	4.0
Charleston	
James F. Condon & Sons (2 stores in Charleston)	5.0
Kerrison's Dept. Stores (4 stores in S.C.)	8.0
Columbia	
James L. Tapp Co. (4 stores in Columbia)	12.0
Greenville	
Meyers-Arnold (4 stores. Also operates a division in Asheville--Bon Marche)	25.0
Hartsville	
J. L. Coker Co. (4 stores in S.C.)	8.0
Spartanburg	
The Aug. W. Smith Co. (4 stores in S.C.)	4.0
TENNESSEE	
Alcoa	
Proffitt's (4 stores in Tenn.)	20.0
Bristol	
H. P. King Co. (2 stores in Tenn. Also operates Dosser's Inc., Johnson City)	3.5+
Chattanooga	
Loveman's Inc. (5 stores: Tenn. 4, Ga. 1)	22.0
Johnson City	
Kings Inc. (1 store)	2.0

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
TENNESSEE (continued)	
Knoxville	
Miller's (Garfinckel, Brooks Bros., Miller & Rhoads, Washington, D.C.) (11 stores: Ga. 2, Tenn. 9)	$ 70.0
Ira A. Watson Co. (17 stores: Ala. 3, Ky. 6, Tenn. 4, Va. 1, W. Va. 3)	39.9
Memphis	
Goldsmith's (Federated Dept. Stores) (4 stores) (Southland Mall, Memphis, store to be expanded in 1980)	112.1
B. Lowenstein & Bros. (City Stores Corp., New York, N.Y.) (4 stores)	30.0+
Nashville	
Cain-Sloan (Allied Stores, New York, N.Y.) (4 stores in Tenn.)	56.5
Castner, Knott Dry Goods Co. (Mercantile Stores, New York, N.Y.) (11 stores: Ala. 2, Ky. 1, Tenn. 8)	40.0+
The Harvey Co., (6 stores in Tenn.)	28.0
TEXAS	
Abilene	
Thornton's Dept. Stores (P. N. Hirsch & Co., St. Louis, Mo.) (9 stores in Tex.)	10 to 15
Austin	
Scarbroughs Dept. Stores (3 stores in Texas) (A branch of Foley's, Houston was opened in Austin in Oct. 1979. Annual rate expected to reach $23 million.)	18.0
Beaumont	
The Fair Inc. (23 stores in Tex. and La.)	50.0
White House Co. (Boston Store Dry Goods Co., Fort Smith, Ark.) (4 stores)	20.0
Dallas (also see Fort Worth)	
Harold's, Highland Park Village (1 store)	2.0
Joske's-Dallas/Phoenix (Allied Stores, New York, N.Y.) (13 stores: Tex. 11, Ariz. 2)	124.0
Dallas area (11 stores)	110.0
NorthPark	25.0
(Prestonwood Center store was opened in April 1979. 1st year volume is expected to reach $14 million. Richardson Square store was opened October 1979. Lockwood Mall store is to be closed)	
Other stores:	
Phoenix, Ariz. (2 stores acquired from Liberty House)	14.0
Lord & Taylor (Lord & Taylor, New York, N.Y.) (2 branch stores)	14.7
NorthPark	11.9
Prestonwood Center (opened October 1979)	2.8
(Plano Mall store is to be opened in 1981)	

(Dallas continued)

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
TEXAS (continued)	
Dallas (continued)	
Margo's La Mode (73 specialty stores in Tex., N.M., Ark., Ga., and Okla. Purchased by Alexander's, New York, N.Y. in July, 1979)	$ 38.0
Montgomery Ward (Montgomery Ward, Chicago, Ill.) (11 stores in Dallas-Fort Worth area, including Prestonwood Center store which was opened in 1979.)	168.0
Big Town	14.0
Neiman-Marcus (Carter Hawley Hale, Los Angeles, Calif.) (12 stores: Tex. 5, Ga. 1, Fla. 1, Md. 1, Ill. 1, Mo. 1, Ca. 2 and 3 hotel boutiques)	307.0
Dallas-Fort Worth area (4 stores)	115.0
Downtown Dallas	40.0+
NorthPark	40.0+
Prestonwood Center	10.0+
Fort Worth	25.0
Other stores:	
Northbrook Court, Chicago, Ill.	19.0
Frontenac Plaza, St. Louis, Mo.	13.0
Atlanta, Ga.	15.0+
Bal Harbour, Fla.	25.0
Chevy Chase, Md.	13.7
Galleria, Houston, Tex.	38.0
Beverly Hills, Calif.	32.0
Fashion Island, Newport Beach	12.0
(Neiman-Marcus opened a store in Las Vegas in August 1980; in Sept. a unit (formerly a Bergdorf Goodman branch) was opened in White Plains, N.Y., with an expected annual volume of from $18-to-$22 million; $30 million by 1985.)	
J.C. Penney (14 stores)	115.0
NorthPark	28.0
Sanger-Harris (Federated, New York, N.Y.) (11 stores in Tex., including 4 in Dallas area, 2 in Forth Worth)	240.7
Downtown Dallas	25.0
Highland Park Village (opened in 1979)	4.3
Prestonwood Center	32.0
Valley View	55.0
(A Plano Mall store was scheduled to open in the Fall of 1980)	
Sears, Roebuck (Sears, Roebuck, Chicago) (11 stores, including 7 full-line stores plus satellite and catalog stores in the Dallas-Fort Worth area)	260.0
Valley View	45.0
El Paso	
Popular Dry Goods Co. (3 stores in El Paso)	28.0
The United Inc. (13 stores: Ariz. 3, N.M. 4, Tex. 6)	3.5

SOUTH	Approx. Sales (Millions of $)
TEXAS (continued)	
Fort Worth (also see Dallas)	
R. E. Cox & Co. (5 stores in Tex.)	$ 25.0
Dillard Department Stores, Central Division, Fort Worth (Dillard Department Stores, Inc., Little Rock, Ark.) (20 stores: Kans. 1, Mo. 1, Okla. 8, Tex. 10)	163.0
Monnig's (6 stores in Tex.)	30.0+
Neiman-Marcus (Neiman-Marcus, Dallas, Texas) (1 store)	25.0
Stripling's (3 stores in Fort Worth)	15.0
Houston Area	
Battlestein's (Manhattan Industries) (7 stores) (Operations of River Oaks and Memorial City stores being taken over by Frost Bros., San Antonio)	36.0
Cutter Bill Western Wear (2 stores including 1 in Dallas)	7.0
Foley's (Federated, Cincinnati, Ohio) (8 stores in Texas)	412.2
Downtown	70.6
Sharpstown	70.3
Highland Mall, Austin (opened Aug. 1979. Projected annual vol. $23 mil.)	15.8
(A store at San Jacinto, Baytown, Tex., was opened in Fall 1980. North Star store to be opened in 1981, with a projected annual volume of $23 mil.)	
Joske's-Houston (Allied Stores, New York, N.Y.) (8 stores)	120.0
Post Oak (renovated in 1979)	35.0
(Greenspoint Mall store to open in 1980.)	
Lord & Taylor (Lord & Taylor, New York, N.Y.) (3 stores)	24.1
Galleria (Houston)	11.1
Greenspoint Mall (opened Feb. 1979)	5.5
Memorial City	7.5
Marshall Field-Southern Division (Marshall Field & Co., Chicago) (1 store)	
Galleria (Houston) (Opened November 1979.) (Projected annual rate:	20.0
(A second Houston area store is to be opened in 1981.)	
Montgomery Ward (Mobil) (7 Houston stores, 1 Beaumont unit)	140.0
(San Jacinto Mall store to open in 1981.)	
Neiman Marcus (Neiman Marcus, Dallas) (1 store)	
Galleria (Houston)	38.0
(Negotiating for a second store in Houston area)	
Oshman's Sporting Goods (85 stores)	120.0
Palais Royal (17 stores in Texas)	60.0
Meyerland (Houston)	8 to 9
Sharpstown (Houston)	6.0
J. C. Penney (8 stores)	125.0
Meyerland (Houston)	30.0
Sakowitz, Inc. (9 stores including 6 in Houston area, 1 in Amarillo, 1 in Scottsdale, Ariz., a boutique in Dallas)	80.0
Houston area stores	65.0
Saks Fifth Avenue Center of Fashion (Saks Fifth Avenue, New York) (1 branch store)	15 to 20

(Houston area continued)

DEPARTMENT STORE SALES

SOUTH	Approx. Sales (Millions of $)
TEXAS (continued)	
Houston Area (continued)	
Sears Roebuck & Co.	
Houston Metropolitan Area	$ 260.0
Greenpoint	35 to 40
Memorial City	35 to 40
Shepherd	35 to 40
Westwood	35 to 40
Target (Dayton Hudson) (1 store)	100.0
Laredo	
Richter's Dept. Store (1 store)	5.0
Lubbock	
Hemphill-Wells Co. (4 stores in Texas)	20.0
San Antonio	
Dillard Dept. Stores Texas Division (Dillard Dept. Stores, Little Rock, Ark.) (12 stores in Texas)	112.7
Frost Brothers (Manhattan Inds., New York, N.Y.) (10 stores)	60.0+
Joske Bros. (Allied Stores, New York) (7 stores in Texas: San Antonio 4, Beaumont 1, El Paso 1, Austin 1)	100.0
Wichita Falls	
McClurkan's Dept. Store (2 stores in Wichita Falls)	6.0
VIRGINIA (also see District of Columbia)	
Arlington	
Morton's (7 stores: D.C. 3, Md. 3, Va. 1)	8.0+
Lawrenceville	
W. S. Peebles & Co. (30 stores: Del. 1, Md. 5, N.C. 5, Va. 19)	35.0
Martinsville	
Globman's Stores (2 stores in Va.)	6.0
Norfolk	
Rice's-Nachmans (Phillips-Van Heusen Corp., New York, N.Y.) (7 stores in Va.)	15.0
Smith & Welton (7 stores in Va.)	15.0
Richmond	
Miller & Rhoads (Garfinckel, Brooks Bros., Miller & Rhoads, Wash., D.C.) (21 stores: Va. 17, N.C. 4)	125.0
Thalhimer's (incl. North Carolina division) (Carter Hawley Hale, Los Angeles, Calif.) (25 stores: Va. 14, N.C. 11)	165.0

DEPARTMENT STORE SALES

	Approx. Sales (Millions of $)
SOUTH	
VIRGINIA (continued)	
Roanoke	
S. H. Heironimus Co. (4 stores in Va.)	$ 9.0
WEST VIRGINIA	
Charleston	
A. W. Cox Dept. Store Co. (17 stores: W.Va. 13, Ky. 3, Ohio 1)	9.0+
The Diamond Dept. Store (Associated Dry Goods, New York, N.Y.) (2 stores)	8.0
Fairmont	
J. M. Hartley & Son (1 store)	4.0
Holden	
Island Creek Stores Co. (15 stores in W.Va., Va. & Ky.)	10.0
Logan	
Sayer Bros. (S & B Wholesale Distributors) (8 stores in W.Va.)	7.0+
Parkersburg	
Dils Bros. & Co. (3 stores in W.Va.)	10.0
WEST	
ARIZONA	
Douglas	
Phelps Dodge Mercantile Co., (7 stores: Ariz. 5, N.M. 2)	30.0
Phoenix-Scottsdale Area	
The Broadway Southwest Division, Mesa (Carter Hawley Hale) (9 stores: Arix. 6, Nev. 2, N.M. 1)	90.0
Bullock's (Bullock's South, Los Angeles) (2 stores in Ariz.: Chris-Town Center, Phoenix and Scottsdale)	21.0
Capriccio, Scottsdale (1 store)	2.0
Diamond's, Tempe, Arix. (Dayton Hudson, Minneapolis, Minn.) (9 stores: Arix. 7, Nev. 2) (A 10th store was opened in 1980; 11th to be opened in Las Vegas in Spring 1981.)	115.8
Goldwater's, Scottsdale (Associated Dry Goods, New York, N.Y.) (6 stores: Ariz. 5, incl. Fiesta Mall, Mesa, Ariz. store opened Aug. 1979, N.M. (Albuquerque), 1) (A 7th store was opened Aug. 1980 in Paradise Valley Mall, Phoenix)	60.0
Joske's, Phoenix (Joske's of Dallas/Phoenix) (2 stores taken over from Liberty House)	14.0
I. Magnin (I. Magnin, San Francisco, Calif.) (1 store in Biltmore Fashion Center, Phoenix)	3.5
Saks Fifth Avenue (Saks Fifth Avenue, New York) (1 store in Biltmore Fashion Center, Phoenix)	8.0

DEPARTMENT STORE SALES

WEST

	Approx. Sales (Millions of $)
ARIZONA (continued)	
Tucson	
Levy's of Tucson (Federated Department Stores, Cincinnati, Ohio) (1 store)	$ 36.7
CALIFORNIA	
Bakersfield	
Malcolm Brock Co. (2 stores in Calif.)	17.0
Carson	
The Boston Stores Inc. (11 stores: Calif. 10, Ariz. 1)	20.0+
Castro Valley	
Daughtery's Dept. Store (3 stores in Calif., plus 2 Budget Shops)	6.0
Chico	
M. Oser & Co. (3 stores in Calif.)	3.5
Eureka	
Daly Bros. (3 stores in Calif.)	4.0
Fresno	
E. Gottschalk & Co. (7 stores in Calif., incl. Fashion Fair, Fresno)	32.1
Glendale	
H. S. Webb & Co. (Webbs Stores Ltd.) (3 stores in Calif.)	8.0
Hayward	
Mervyn's (Dayton Hudson, Minneapolis, Minn.) (60 stores: Ariz. 4, Calif. 50, Nev. 2, N.M. 2, Ore. 1)	656.0
Huntington Park	
Wineman's Dept. Store (4 stores in Calif.)	9.0
Los Angeles/Long Beach Area	
Bonwit Teller, Bevery Hills (Bonwit Teller, New York) (1 store)	9.0
Broadway Southern California, Los Angeles (Carter Hawley Hale, Los Angeles, Calif.) (40 stores in Calif.) (Pasadena and Santa Monica stores were opened in the summer of 1980.)	598.0
Buffum's, Long Beach (David Jones Ltd., Australia) (14 specialty and junior department stores in Calif.)	92.0
Bullock's South, Los Angeles (Federated Department Stores, Cincinnati, Ohio) (15 stores: Calif. 13, Ariz. 2. Also operates Bullock's Wilshire)	405.3

(Los Angeles area continued)

DEPARTMENT STORE SALES

WEST	Approx. Sales (Millions of $)
CALIFORNIA	
Los Angeles Area (continued)	
Bullock's South, Los Angeles (continued)	
California stores (13)	$ 334.3
Arizona (Chris-Town Center and Scottsdale)	21.0
Bullock's Wilshire (Bullock's, Los Angeles, Calif.) (5 specialty stores in Calif.)	50.0
(Bullock's opened stores in Mission Viego and Carlsbad, Colo. in 1980.)	
Contempo Casuals, Los Angeles (Carter Hawley Hale, Los Angeles Calif.) (37 specialty stores) (1[illegible] stores to be added in 1980-1981.)	25.0
Harris', San Bernardino (4 Calif. stores)	30.0+
Harris & Frank, Los Angeles (Phillips-Van Heusen) (34 stores)	40.0+
Henshey's, Santa Monica (2 Calif. stores)	10.0
Hinshaw's, Whittier (2 Calif. stores)	22.0
Iver's Dept. Store (2 stores)	7.5
Judy's, Van Nuys (47 stores)	30.0
May Co.-California, Los Angeles (May Dept. Stores, St. Louis, Mo.) (29 stores in Calif.)	528.0
Neiman Marcus (Neiman Marcus, Dallas, Texas) (2 branch stores)	
Beverly Hills (opened Feb. 1979)	32.0
Fashion Island, Newport Beach	12.0+
Nordstrom South Coast, Costa Mesa (Nordstrom's, Seattle, Wash.) (2 stores)	40.0+
Roberts Dept. Stores, Los Angeles (11 stores in Calif.)	10.0+
J. W. Robinson, Los Angeles (Associated Dry Goods, New York) (18 stores in Calif.)	250.0
(Sherman Oaks, Calleria store opened Sept. 1980. Projected annual volume: $12 million. Santa Monica Place opening, scheduled for Fall 1980, delayed by fire. Del Amo, Torrance, Calif. store to be opened in Aug. 1981.)	
Saks Fifth Avenue (Saks Fifth Avenue, New York) (5 stores in Southern Calif.)	50.0+
Silver Woods, Los Angeles (Hart, Schaffner & Marx). (20 stores: Calif. 19, Nev. 1)	25.0
Wineman's Dept. Stores, Huntington Park (4 stores in Calif.)	9.0
Modesto	
C. H. Dunlap (3 specialty stores in Calif.)	10.0
Sacramento	
Weinstock's (Carter Hawley Hale, Los Angeles, Calif.) (9 stores in Calif., 1 in Nev.)	148.0
San Diego	
The Broadway (Broadway Dept. Stores, Los Angeles, Calif.) (5 area stores)	70.0
Fashion Valley	23.0

(San Diego continued)

DEPARTMENT STORE SALES

WEST	Approx. Sales (Millions of $)
CALIFORNIA (continued)	
San Diego (continued)	
John Hogan (2 specialty stores, Fashion Valley & LaJolla) (Also operates a store at Fashion Island, Newport Beach)	$ 4.0
May Co. (The May Co., Los Angeles, Calif.) (4 area stores) (5th store at Bonita opened in 1980)	60.6
J.C. Penney, Fashion Valley store	35.0
Walker-Scott Corp. (12 department and specialty stores in Southern Calif.)	45.2
San Francisco-Oakland Area	
Bullock's North, Menlo Park (Federated Dept. Stores, Cincinnati, Ohio) (5 stores in Calif.)	75 to 80
Capwell's, Oakland (Carter Hawley Hale Stores, Los Angeles) (12 stores in Calif.)	128.0
Emporium, San Francisco (Carter Hawley Hale, Los Angeles) (12 stores in Calif.) (Emporium and Capwell stores were combined into one operation, Emporium/Capwell, San Francisco, in Feb. 1980.)	270.0
Grodin's of California (27 specialty stores in Northern California and Nev.)	26.0
Hastings (15 specialty stores)	20.0
Holman's, Pacific Grove (1 store)	6.0
Liberty House of Calif. Oakland (AMFAC, Honolulu, Hawaii) (11 stores in Calif.)	140.0
Livingston Bros., San Francisco (12 specialty stores in Calif.)	20.0
Macy's California, San Francisco (R.H. Macy, New York) (17 stores: Calif. 16, Nev. 1, plus 2 Furniture Clearance Centers)	470.0
I. Magnin, San Francisco, (Federated Dept. Stores, Cincinnati, Ohio) (25 stores: Calif. 18, Ariz. 1, Ore. 1, Wash. 1, Ill. 1, Md. 1)	205.8
Chicago (1 store) (Northbrook Court, 2nd Chicago store, was opened Oct. 1979)	22.0
White Flint, Md. store	9.0
Phoenix, Ariz. store	3.5
Joseph Magnin (41 stores plus Gucci shops. 5 stores, including Denver store, were closed in 1979.)	100.0+
Saks Fifth Avenue (Saks Fifth Avenue, New York) (3 Northern Calif. branch stores)	30.0+
Smith's Oakland, (23 stores: Calif. 22, Nev. 1)	23.0
Sherwood Swan & Co., Oakland (1 store)	5.0
San Luis Obispo	
Riley's Dept. Store (4 Calif. stores)	6.0
San Mateo	
Levy Brothers Dept. Stores (5 stores in Calif.)	8.0

DEPARTMENT STORE SALES

WEST	Approx. Sales (Millions of $)
CALIFORNIA (continued)	
Santa Cruz	
Samuel Leask & Sons (2 stores in Calif.)	$ 5.0
Santa Monica	
H. C. Henshey Co. (2 stores in Calif.)	10.0
Santa Rosa	
Rosenberg's Inc. (Gamble Dept. Stores, Chicago, Ill.) (1 store)	9.0
Sun Valley	
Nahas Enterprises (13 stores in Calif.)	18.5
Vallejo	
Levee's (1 store)	4.0
Watsonville	
Charles Ford & Co. (5 department stores plus 5 specialty stores in Calif.)	13.0+
COLORADO	
Denver	
Denver Dry Goods Co. (Associated Dry Goods, New York) (13 stores: Colo. 12, Mont. 1)	98.7
Fashion Bar (64 apparel specialty stores)	60.0
Joslin Dry Goods (Mercantile Stores, New York, N.Y.) (8 stores: Colo. 6, Calif. 2)	75.0
May D & F (May Department Stores, St. Louis, Mo.) (9 stores in Colo.)	99.3
Joseph Magnin (Joseph Magnin, San Francisco) (1 store, which was closed Sept. 1979)	2 to 3
Neusteters (8 stores in Colo.)	18.0
HAWAII	
Honolulu	
Liberty House (Amfac Inc., Honolulu, Hawaii) (7 department stores & 25 misc. retail operations)	135.0+
Shirokiya Ind., Honolulu (2 stores)	23.0

DEPARTMENT STORE SALES

WEST	Approx. Sales (Millions of $)
IDAHO	
Boise	
The Mode Ltd. (2 stores in Idaho)	$ 5.0
MONTANA	
Billings	
Hart Albin Co. (2 stores: Mont. 1, Calif. 1)	8.0
Hennessy Co. (Mercantile Stores Co., New York)	10.0
OREGON	
Eugene	
The Broadway (7 stores: Ore. 5, Wash. 2)	6.0
Portland	
Meier & Frank (6 stores: Ore. 5, Wash. 1) (May Department Stores, St. Louis, Mo.)	148.3
UTAH	
Salt Lake City	
Auerbach's (3 stores in Salt Lake City)	30.0
ZCMI Dept. Store (6 stores in Utah)	122.3
WASHINGTON	
Seattle-Everett-Spokane Area (The Northwest)	
Bon Marche-Northwest (The Bon), Seattle (Allied Stores, New York) (27 stores: Idaho 6, Mont. 2, Ore. 2, Utah 2, Wash. 15)	279.0
The Crescent, Spokane (Marshall Field & Co., Chicago, Ill.) (3 stores)	30.0
Frederick & Nelson, Seattle (Marshall Field & Co., Chicago, Ill) (13 stores) (Olympia, Wash. store opened in Spring, 1980; Everett Mall, Fall 1980)	147.0
Jay Jacobs, Seattle (27 specialty stores)	18.0
Klopfensteins Inc., Seattle (7 stores: Wash. 6, Alaska 1)	10.0
Lamonts, Seattle (Pay'n Save Corp., Seattle) (19 stores: Wash. 13, Ore. 1, Id. 3, Alaska 2)	65.0+
Nordstrom, Seattle (16 Nordstrom stores and 6 Place Two stores in Wash., Ore., Mont., Calif., Alaska)	346.3

DEPARTMENT STORE VOLUME LEADERS

The following lists department stores by buying or divisional headquarter locations and the total reported or estimated sales for the year 1979 attributed to each headquarter operation. This includes sales of all stores (limited to department stores, where possible) operated by the listed headquarter operation or division. Not included in the list are national chains, such as Sears, Ward and Penney, promotional chains such as Korvettes, and national chains without divisional buying operations.

STORES WITH SALES OF $100 MILLION & OVER

	Sales Volume (Millions of $)
Macy's New York, New York, N.Y. (R. H. Macy) (15 stores plus furniture clearance centers and auto centers)	$ 664.0
J. L. Hudson, Detroit, Mich. (Dayton Hudson) (16 stores)	652.0
Bamberger's, Newark, N.J. (R. H. Macy) (22 stores)	600.0
Broadway Southern Calif., Los Angeles, Calif. (Carter Hawley Hale) (40 stores)	598.0
Saks Fifth Avenue, New York, N.Y. (Brown & Williamson) (31 stores)	532.0
May Company-California, Los Angeles, Calif. (May Department Stores) (29 stores)	528.0
Bloomingdale's, New York, N.Y. (Federated) (14 stores)	518.2
Abraham & Straus, Brooklyn, New York (Federated) (11 stores)	512.0
Macy's California, San Francisco, Calif. (R. H. Macy) (17 stores)	470.0
Marshall Field, Chicago, Illinois (16 stores)	470.0
Bullock's South (incl. Bullock's Wilshire) Los Angeles, Calif. (Federated) (20 stores)	455.3
Alexander's, Inc. New York, N.Y. (15 stores)	454.0
Foley's, Houston, Texas (Federated) (8 stores)	412.2
Burdine's, Miami, Florida (Federated) (16 stores plus furniture clearance centers)	407.0
Lord & Taylor, New York, N.Y. (Associated Dry Goods) (33 stores)	404.0
Jordan Marsh Co., Boston, Mass. (Allied Stores) (14 stores)	374.0
Dayton's Department Stores, Minneapolis, Minn. (Dayton-Hudson) (12 stores)	357.0

DEPARTMENT STORE VOLUME LEADERS

STORES WITH SALES OF $100 MILLION & OVER
(continued)

	Sales Volume (Millions of $)
Rich's, Inc., Atlanta, Georgia (Federated) (15 stores not incl. Richway Discount Stores)	$ 328.8
Wanamaker, Philadelphia, Pa. (Carter Hawley Hale) (16 stores)	328.4
Lazarus, Columbus, Ohio (Federated) (14 stores)	325.4
The Hecht Co., Washington, D.C. (May Department Stores) (20 stores)	325.0
Neiman Marcus, Inc., Dallas, Texas (Carter Hawley Hale) (12 stores plus hotel boutiques)	307.0
Goldblatt Brothers, Inc., Chicago, Ill. (39 stores excluding furniture operations)	306.6
Woodward & Lothrop, Inc., Washington, D.C. (14 stores)	295.2
Famous Barr, St. Louis, Mo. (May Co.) (11 department stores)	287.5
Bon Marche-Northwest, Seattle, Wash. (Allied Stores) (27 stores)	279.0
Emporium-Capwell No. California, San Francisco, Calif. (Carter Hawley Hale) (12 stores)	270.0
Filene's, Boston, Mass. (Federated) (12 stores)	267.7
Gimbel's--New York, N.Y. (Brown & Williamson) (11 stores)	255.0
Kaufmann's, Pittsburgh, Pa. (May Department Stores) (10 stores)	253.7
Maas Bros., Inc., Tampa, Fla. (Allied Stores) (19 stores)	252.0
Carson, Pirie, Scott & Co., Chicago, Ill. (14 stores)	250.0
J.W. Robinson Co., Los Angeles, Calif. (Assoc. Dry Goods) (18 stores)	250.0
Strawbridge & Clothier, Philadephia, Pa. (11 stores not including Clover)	250.0
B. Altman & Co., New York, N.Y. (The Altman Foundation) (6 stores)	243.0
Sanger-Harris, Dallas, Texas (Federated) (11 stores)	240.7
The May Co., Cleveland, Ohio (May Department Stores) (10 stores)	220.0
Shillito's, Cincinnati, Ohio (Federated) (9 stores)	211.6
I. Magnin, San Francisco, Calif. (Federated) (23 stores)	205.8
Joseph Horne Co., Pittsburgh, Pa. (Associated Dry Goods) (13 stores)	187.7

DEPARTMENT STORE VOLUME LEADERS

STORES WITH SALES OF $100 MILLION & OVER
(continued)

	Sales Volume (Millions of $)
The Higbee Co., Cleveland, Ohio (11 stores in department store division)	$ 185.0
Mays, Brooklyn, New York, (J.W. Mays) (8 stores)	183.0
D. H. Holmes Co., Ltd., New Orleans, La. (13 stores)	176.5
Jordan Marsh-Florida, Miami, Fla. (Allied Stores) (12 stores)	175.0
Elder-Beerman Dept. Stores Div., Dayton, Ohio (Elder-Beerman Stores) (20 stores)	170.0
Wieboldt Stores, Chicago, Illinois (13 stores)	169.7
Thalhimer's, Richmond, Virginia (Carter Hawley Hale) (25 stores incl. N. Carolina and Virginia Divisions)	165.0
Dillard Dept. Stores, Central Div., Ft. Worth, Texas (20 stores)	163.0
Hess's, Inc., Allentown, Pa. (Crown American Corp.) (18 stores)	159.8
Gimbels-Midwest Div., Milwaukee, Wis. (Brown & Williamson) (11 stores)	154.0
P.A. Bergner, Peoria, Illinois (27 stores)	150.0
Jefferson Stores, Miami, Florida (Montgomery Ward) (14 stores)	150.0
Meier & Frank, Portland, Oregon, (May Dept. Stores) (6 stores)	148.3
Weinstock's, Sacramento, Calif. (Carter Hawley Hale) (10 stores)	148.0
Frederick & Nelson, Seattle, Wash. (Marshall Field) (13 stores)	147.7
G. Fox & Co., Hartford, Conn. (May Dept. Stores) (8 stores)	145.0
Davison's, Atlanta, Ga. (R.H. Macy) (11 stores)	142.0
Younker's, Des Moines, Iowa (Equitable of Iowa Cos.) (27 stores)	141.9
Liberty House of California, Oakland, Calif. (Amfac) (11 stores)	140.0
Stix, Baer & Fuller Co., St. Louis, Mo. (Associated Dry Goods) (14 stores)	138.5
Gimbel's-Philadelphia, Phila., Pa. (Brown & Williamson) (10 stores)	135.0
Liberty House-Hawaii, Honolulu, Hawaii (Amfac) (7 stores plus specialty operations)	135.0

DEPARTMENT STORE VOLUME LEADERS

STORES WITH SALES OF $100 MILLION & OVER
(continued)

	Sales Volume (Millions of $)
Gimbel's- Pittsburgh, Pittsburgh, Pa. (Brown & Williamson) (6 stores)	$ 133.9
Capwell's-Oakland, Oakland, Calif. (Carter Hawley Hale) (6 stores)	128.0
Miller & Rhoads, Inc., Richmond, Va. (Garfinckel, Brooks Bros., Miller & Rhoads) (21 stores)	125.0
Joske's-Dallas/Phoenix, Dallas, Texas (Allied Stores) (13 stores)	124.0
Rike's, Dayton, Ohio (Federated) (5 stores)	122.9
ZCMI (Zion's Cooperative Mercantile Institution), Salt Lake City, Utah (6 stores)	122.3
The M. O'Neil Co., Akron, Ohio (May Dept. Stores) (9 stores)	121.5
L.S. Ayres & Co., Indianapolis, Ind. (Associated Dry Goods) (12 stores in Department Store Division)	120.0
C.J. Gayfer Co., Mobile, Alabama (Mercantile Stores Co.) (11 stores)	120.0
Joske's-Houston, Houston, Texas (Allied Stores) (8 stores)	120.0
J. Byron's, Miami, Florida (Jack Eckerd Corp.) (38 stores)	118.5
Diamond's, Tempe, Arizona (Dayton-Hudson) (9 stores)	115.8
Dillard's Dept. Stores, Little Rock, Arkansas (13 stores)	115.6
Dillard's Dept. Stores, Texas Div., San Antonio, Texas (12 stores)	112.7
Goldsmith's, Memphis, Tenn. (Federated) (4 stores)	112.1
Stern Brothers, Paramus, N.J. (Allied Stores) (6 stores)	112.0
Boscov'e Department Stores, Reading, Pa. (6 stores)	110.0
Halle Bros. Co., Cleveland, Ohio (Marshall Field) (9 stores)	110.0
Sibley, Lindsay & Curr Co., Rochester, N.Y. (Associated Dry Goods) (9 stores)	110.0
Macy's, Missouri-Kansas Div., Kansas City, Mo. (R.H. Macy) (12 stores)	105.0
Joske Bros., San Antonio, Texas (Allied Stores) (7 stores)	100.0
McAlpin Co., Cincinnati, Ohio (Mercantile Stores) (9 stores)	100.0

DEPARTMENT STORE VOLUME LEADERS

STORES WITH SALES OF $50-TO-$100 MILLION

	Sales Volume (Millions of $)
Outlet Dept. Stores, Providence, R.I. (Outlet Co.) (8 stores)	100.0
May D & F, Denver, Colorado (May Dept. Stores) (9 stores)	$ 99.3
Milwaukee Boston Store, Milwaukee, Wis. (Federated) (6 stores)	99.1
Denver Dry Goods, Denver, Colorado (Associated Dry Goods) (13 stores)	98.7
Donaldson's, Minneapolis, Minn. (Allied Stores) (8 stores)	98.0
H.C. Prange, Dept. Store Div., Green Bay, Wis. (18 stores)	95.0
J.L. Brandeis & Sons, Omaha, Neb. (15 stores)	92.0
Buffum's, Long Beach, Calif. (David Jones Ltd.) (14 stores)	92.0
B. Gertz, Plainview, N.Y. (Allied Stores) (7 stores)	92.0
The Broadway-Southwest Div., Mesa, Arizona (Carter Hawley Hale) (9 stores)	90.0
Jones Stores, Kansas City, Mo. (Mercantile Stores) (5 stores)	90.0
Parisian, Inc., Birmingham, Alabama (8 stores)	85.0
Ivey's-Carolinas, Charlotte, N.C. (J.B. Ivey Co.) (15 stores)	80.0
Sakowitz, Inc., Houston, Texas (9 stores)	80.0
William H. Block Co., Indianapolis, Ind. (Allied Stores) (9 stores)	78.2
Bullock's-North, Menlo Park, Calif. (Federated) (5 stores)	78.0
Hutzler's, Baltimore, Maryland (6 stores)	77.3
Strouss, Youngstown, Ohio (May Department Stores) (10 stores)	75.4
Adam, Meldrum & Anderson, Buffalo, N.Y. (9 stores)	75.0
Joslin Dry Goods Co., Denver, Colo. (Mercantile Stores) (8 stores)	75.0
H & S Pogue Co., Cincinnati, Ohio (Associated Dry Goods) (5 stores)	75.0
Stewart & Co., Baltimore, Md. (Associated Dry Goods) (5 stores)	75.0
E. Gottschalk & Co., Fresno, Calif. (7 stores)	72.1
D. M. Read, Inc., Bridgeport, Conn. (Allied Stores) (5 stores)	71.5
Maison Blanche Co., New Orleans, La. (City Stores) (8 stores)	70.0
McRae's, Jackson, Miss. (11 stores)	70.0+

STORES WITH SALES OF $50-TO-$100 MILLION
(continued)

	Sales Volume (Millions of $)
Miller's, Inc., Knoxville, Tenn. (Garfinckel, Brooks Bros., Miller & Rhoads) (11 stores)	$ 70.0
Garfinckel's, Washington, D.C. (Garfinckel, Brooks Bros., Miller & Rhoads) (7 stores plus 2 hotel shops)	68.0
Ivey's Florida, Winter Park, Fla. (J.B. Ivey Co.) (10 stores)	67.0
Goudchaux, Inc., Baton Rouge, La. (3 stores)	65.0
Powers Dry Goods, Minneapolis, Minn. (7 stores)	65.0
Frost Bros., San Antonio, Texas (Manhattan Ind.) (6 stores)	60.0+
Community Family Centers, Chicago, Ill. (11 stores)	60.0
Goldwaters, Scottsdale, Ariz. (Associated Dry Goods) (6 stores)	60.0
McCurdy & Co., Inc., Rochester, N.Y. (5 stores)	60.0
Palais Royal of Houston, Houston, Texas (17 stores)	60.0
Pizitz, Inc., Birmingham, Alabama (10 stores)	60.0
Pomeroy's, Inc., Levittown, Pa., (Allied Stores) (8 stores)	60.0
Stewart Dry Goods, Louisville, Ky. (Associated Dry Goods) (7 stores)	60.0
Crowley Milner, Detroit, Michigan (8 stores)	59.4
Hochschild Kohn, Baltimore, Md. (Supermarkets Gen'l.) (8 stores)	59.0
Robinson's of Florida, St. Petersburg, Fla. (Associated Dry Goods) (7 stores)	58.0
Cain-Sloan Co., Nashville, Tenn. (Allied Stores) (4 stores)	56.5
Pomeroy's, Inc., Harrisburg, Pa. (Allied Stores) (6 stores)	55.0
Richards, Miami, Florida (City Stores) (4 stores)	55.0
The Fair, Inc., Beaumont, Texas (23 stores)	50.0
Sage Allen & Co., Hartford, Conn. (13 stores)	50.0
Chas. V. Weise Co., Rockford, Ill. (P.A. Bergner & Co.) (8 stores)	50.0

MAJOR GENERAL MERCHANDISE/APPAREL RETAILERS (CHAINS)
(Listed Alphabetically)

The following companies have major positions in general merchandise/apparel retailing—including the operation of traditional department stores, discount stores, apparel specialty stores and catalog operations. Many of these giants are engaged in non-related activities, such as the operation of supermarkets or of hard goods outlets, manufacturing, wholesaling, as well as such diverse activities as the operation of auto repair shops, of television stations, etc. The sales volumes reported are total net sales covering all operations, unless otherwise noted.

Retail Chain or Corporation	1979/1980 Sales* (Millions of $)
Adam, Meldrum & Anderson, Buffalo, N.Y.	$ 75.0
Alexanders, Inc., New York, N.Y.	454.0
Allied Stores Corp., New York, N.Y.	2,210.3
Almy Stores, Inc., Brighton, Mass.	80.2
B. Altman & Co., New York, N.Y.	243.0
Ames Dept. Stores, Inc., Rocky Hill, Conn.	322.0
Amfac, Inc., Honolulu, Hawaii (Liberty House sales: $257.8 million)	1,689.0
C.R. Anthony & Co., Oklahoma City, Okla.	262.0
Associated Dry Goods Corp., New York, N.Y.	1,783.2
Belk Stores, Charlotte, N.C.	1,125.0
P.A. Bergner & Co., Inc., Peoria, Ill.	149.9
Boscov's, Reading, Pa.	100.0
J.L. Brandeis & Sons, Omaha, Neb.	92.0
Brooks Fashion Stores, Inc., New York, N.Y.	129.1
Brown Group, Inc., St. Louis, Mo.	1,144.9
Buffum's, Long Beach, Calif.	84.8
J. Byron's, Miami, Fla.	118.4
Caldor, Inc., Norwalk, Conn.	562.8
Carson Pirie Scott & Co., Chicago, Ill.	434.3
Carter Hawley Hale Stores, Inc., Los Angeles, Calif.	2,408.0
Charming Shoppes, Inc., Cornwell Hts., Pa.	103.9
Chess King, New York, N.Y.	109.8
City Products Corp. (Household Finance Corp.) Chicago, Ill. (excl. supermarket sales)	2,445.0
City Stores Corp., New York, N.Y.	283.0
Cluett, Peabody & Co., New York, N.Y.	680.2
Cook United, Inc., Maple Hts., Ohio	422.8
Crowley, Milner & Co., Detroit, Mich.	59.4
Danners, Inc. (Three-D), Indianapolis, Ind.	107.7
Dayton Hudson Corp., Minneapolis, Minn. (including Mervyn's, Hayward, Calif. with sales of $656 million.)	3,384.8
Dillard Department Stores, Inc., Little Rock, Ark. (including Fort Worth, Tex., San Antonio, Tex., and Little Rock, Ark. Divisions)	391.3
Dollar General Corp., Scottsville, Ky.	177.8
Duckwall-ALCO Stores, Inc., Abilene, Kansas	172.8
Elder-Beerman Stores Corp., Dayton, Ohio	195.3
Family Dollar Stores, Inc., Charlotte, N.C.	151.8
Federated Department Stores, Inc., Cincinnati, Ohio	5,806.4
Fed-Mart Corp., San Diego, Calif.	975.0

MAJOR GENERAL MERCHANDISE/APPAREL RETAILERS (CHAINS)
(Listed Alphabetically)
(continued)

Retail Chain or Corporation	1979/1980 Sales* (Millions of $)
Fred Meyer, Inc., Portland, Ore.	$ 1,060.2
Gamble-Skogmo, Inc., Minneapolis, Minn. (Gamble Department Stores sales: $60 million)	2,053.0
Gap Stores, Inc., San Bruno, Calif.	306.5
Garfinckel, Brooks Bros., Miller & Rhoads, Inc., Washington, D.C.	420.4
Gaylords National Corp., Secaucus, N.J.	123.2
Genesco Inc., Nashville, (sales of S. H. Kress: $145 million)	992.9
Gimbel Brothers (Brown & Williamson Industries) New York, N.Y. (including Saks Fifth Avenue)	1,189.5
Glosser Bros., Inc., (GeeBee) Johnstown, Pa.	156.9
Goldblatt Bros., Inc., Chicago, Ill. (including Wasson's Dept. Stores and also furniture showrooms and home improvement centers)	306.6
L.S. Good & Co., Wheeling, West Virginia	72.8
E. Gottschalk, Fresno, Calif.	72.1
Hart Schaffner & Marx, Chicago, Ill.	630.7
Hartfield-Zodys, Inc., Los Angeles, Calif.	339.0
Heck's, Inc., Charleston, West Virginia	395.9
Hess's, Inc., Allentown, Pa.	159.0
Higbee Co., Cleveland, Ohio	197.4
D.H. Holmes Co., Ltd., New Orleans, La.	176.5
Hutzler's, Baltimore, Md.	77.3
Interco Inc., St. Louis, Mo. (Sales of P.N. Hirsch: $190.0 million; Eagle Family Stores: $121.3 million)	2,024.3
J.B. Ivey & Co., Charlotte, N.C. (merged with Marshall Field in Oct. 1980)	147.4
Jack Eckerd Corp., Clearwater, Fla.	1,325.1
Jack Winter, Inc., Milwaukee, Wis.	48.0
Jacobson Stores, Inc., Jackson, Mich.	138.1
Jamesway Corp., Secaucus, N.J.	242.4
K mart Corp., Troy, Mich. (incl. Kresge)	12,731.1
King's Department Stores, Inc., New York, N.Y.	572.8
Korvettes (Agache-Willot Group), New York, N.Y. (Store closing underway in 1980)	602.0
Kuhn's-Big K Stores, Nashville, Tenn.	391.7
Lamonts, Seattle, Wash.	65.0
M.H. Lamston, Inc., New York, N.Y.	34.8
Lane Bryant, Inc., New York, N.Y.	381.2
Limited Stores, Inc., Columbus, Ohio	238.0
Loehmann's, Inc., Bronx, N.Y.	140.6
Mack's, Sanford, N.C.	64.5
R.H. Macy & Co., Inc., New York, N.Y.	2,058.0
Joseph Magnin, San Francisco, Calif.	100.0+
Manhattan Industries, Inc., New York, N.Y.	354.2
Marshall Field & Co., Chicago, Ill.	904.3
Masters, Inc., Westbury, New York	85.1

MAJOR GENERAL MERCHANDISE/APPAREL RETAILERS (CHAINS)
(Listed Alphabetically)
(continued)

Retail Chain or Corporation	1979/1980 Sales* (Millions of $)
May Department Stores Co., St. Louis, Mo.	$ 2,956.5
J.W. Mays, Inc., Brooklyn, N.Y.	171.5
McCrory Corp. (Rapid American), New York, N.Y.	593.0
McRae's, Jackson, Miss.	95.0
Melville Corp., Harrison, N.J.	2,022.8
Mercantile Stores Co., Wilmington, Del.	1,067.9
MFY Industries, Inc., Wichita, Kansas	83.1
Miller-Wohl Co., Secaucus, N.J.	184.1
Montgomery Ward (Mobil Oil), Chicago, Ill. (Sales of 21 Jefferson Ward Stores: $247.7 million)	5,251.1
G.C. Murphy Co., McKeesport, Pa.	756.9
New Process Co., Warren, Pa.	226.1
S.E. Nichols, Inc., New York, N.Y.	211.9
Nordstrom, Inc., Seattle, Wash.	346.3
Orhbach's, New York, N.Y.	134.5
The Outlet Department Stores, Providence, R.I. (Sales of Outlet Dept. Stores and Hughes & Hatcher men's wear divisions: $196.0 million. Both are to be sold to United Dept. Stores)	266.3
Pamida, Inc., Omaha, Neb.	333.5
J.C. Penney Co., Inc., New York, N.Y. (Sales of the Treasury Stores: $148 million)	11,274.0
Petrie Stores Corp., Secaucus, N.J.	446.6
Phillips-Van Heusen Corp., New York, N.Y.	380.7
Pomeroys, Harrisburg and Levittown, Pa.	125.0
H.C. Prange Co., Sheboygan, Wis., (incl. Prange-Way Discount Stores)	197.6
Rapid-American (Lerner, McCrory and Britts Divisions), New York, N.Y.	1,369.0
Rockower Brothers, Inc., Huntington Valley, Pa.	104.1
Rose's Stores, Inc., Henderson, N.C.	497.7
Salkin & Linoff, Minneapolis, Minn.	62.3
Schottenstein Stores Corp., Columbus, Ohio	96.9
SCOA Industries, Inc., Columbus, Ohio	880.2
Sears, Roebuck & Co., Inc., Chicago, Ill.	17,514.0
Sprouse-Reitz Co., Inc., Portland, Oregon	136.7
Spurgeon Mercantile Co., Chicago, Ill.	48.8
Sterling Stores Co., Little Rock, Ark.	112.2
Strawbridge & Clothier, Philadelphia, Pa. (Incl. sales of Clover Stores: $115 million)	367.2
Supermarkets General Department Store Division (Howland-Steinbach and Hochschild, Kohn & Co.), Woodbridge, N.J.	159.9
Twin Fair, Inc., West Seneca, N.Y.	233.9
Vornado, Inc., Garfield, N.J.	705.8
Wal-Mart Stores, Inc., Bentonville, Ark.	1,248.2
West Bros., Inc., DeRidder, La.	55.0
Wiebolt Stores, Inc., Chicago, Ill.	169.7
The Wiener Corp., New Orleans, La.	62.4
Winkleman Stores, Inc., Detroit, Mich.	90.3
Winn's Stores, Inc., San Antonio, Tex. (Heinrich, Bauer Verlag)	80.0

MAJOR GENERAL MERCHANDISE/APPAREL RETAILERS (CHAINS)
(Listed Alphabetically)
(continued)

Retail Chain or Corporation	1979/1980 Sales* (Millions of $)
Woodward & Lothrop, Inc., Washington, D.C.	$ 295.2
F.W. Woolworth Co., New York, N.Y. (Sales of Woolco, U.S.: $1,895.0 million)	6,785.0
Younkers, Des Moines, Iowa	141.9
Zayre Corp., Framingham, Mass.	1,549.7
ZCMI (Zion's Co-op. Mercantile Institution), Salt Lake City, Utah	122.3

*Sales figures for companies which publish this information are for the latest fiscal year. The remainder are estimates for the year 1979.

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS

Corporations & Retail Divisions	Location of Headquarter Office or Headquarter Store
Allied Stores Corp.	New York, N.Y.
Block's (William H. Block Co.)	Indianapolis, Ind.
Bon Marche (The Bon)	Seattle, Wash.
Bonwit Teller (acquired April 1979)	New York, N.Y.
Cain-Sloan	Nashville, Tenn.
Dey Brothers	Syracuse, N.Y.
Donaldson's	Minneapolis, Minn.
Field's (L. H. Field Co.)	Jackson, Mich.
Gertz (B. Gertz, Inc.)	Jamaica, N.Y.
Hardy-Herpolsheimer	Muskegon, Mich.
Heer's	Springfield, Mo.
Herp's Co.	Grand Rapids, Mich.
Jordan Marsh-New England	Boston, Mass.
Jordan Marsh-Florida	Miami, Fla.
Joske's	Dallas, San Antonio and Houston, Tex.
Levy's of Savannah	Savannah, Ga.
Maas Brothers	Tampa, Fla.
Muller's	New York, N.Y.
Plymouth Shops (acquired April 1979)	Lake Charles, La.
Pomeroy's	Harrisburg and Levittown, Pa.
Read's	Bridgeport, Conn.
Stern's	Paramus, N.J.
Troutman's (A. E. Troutman Co.)	Greensburg, Pa.
Wren's (Edward Wren Store)	Springfield, Ohio
Almy Stores, Inc.	Brighton, Mass.
Almy's	Brighton, Mass.
Edgar's	Fall River, Mass.
Edwards	Greece and Pittsford, N.Y.
Freese's	Bangor, Me.
Gorin's	Brighton, Mass.
Star Store	New Bedford, Mass.
Witherille (L. A. Witherill, Inc.)	Brighton, Mass.
Amfac, Inc., Honolulu, Hawaii	Honolulu, Hawaii
Liberty House of California	Oakland, California
Liberty House, Inc.	Honolulu, Hawaii
Associated Dry Goods Corp.	New York, N.Y.
L.S. Ayres & Co.	Indianapolis, Ind.
The Denver Dry Goods Co.	Denver, Colo.
The Diamond	Charleston, West Virginia
Goldwater's	Scottsdale, Ariz.
Hahne & Co.	Newark, N.J.
The William Hengerer Co.	Buffalo, N.Y.
Joseph Horne Co.	Pittsburgh, Pa.
Lord & Taylor	New York, N.Y.
The H. & S. Pogue Co.	Cincinnati, Ohio
Powers Dry Goods Co.	Minneapolis, Minn.

(continued)

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS
(continued)

Corporations & Retail Divisions	Location of Headquarter Office of Headquarter Store
Associated Dry Goods Corp. (continued)	
J.W. Robinson Co.	Los Angeles, Calif.
Robinson's of Florida	St. Petersburg, Fla.
Sibley, Lindsay & Curr Co.	Rochester, N.Y.
Stewart & Co.	Baltimore, Md.
The Stewart Dry Goods Co.	Louisville, Ky.
Stix, Baer & Fuller	St. Louis, Mo.
Sycamore Specialty Stores	Indianapolis, Ind.
Carter Hawley Hale Stores, Inc.	Los Angeles, Calif.
Bergdorf Goodman Co.	New York, N.Y.
The Broadway--Southern California	Los Angeles, Calif.
Contemp Casuals	Los Angeles, Calif.
Emporium Capwell	San Francisco, Calif.
Neiman-Marcus	Dallas, Texas
Sunset House	Los Angeles, Calif.
Thalhimers	Richmond, Va.
John Wanamaker	Philadelphia, Pa.
Weinstock's	Sacramento, Calif.
City Stores Co.	New York, N.Y.
Loveman's (Loveman, Joseph & Loeb Co.)	Birmingham, Ala.
B. Lowenstein's	Memphis, Tenn.
Maison Blanche Co.	New Orleans, La.
R. H. White	Worcester, Mass.
Cluett, Peabody & Co., Inc.	New York, N.Y.
Boyd's	St. Louis, Mo.
Lytton's	Chicago, Ill.
The Metropolitan Co.	Dayton, Ohio
Young Quinlan	Minneapolis, Minn.
Dayton Hudson Corp.	Minneapolis, Minn.
John A. Brown	Oklahoma City, Okla.
Dayton's	Minneapolis, Minn.
Diamonds	Phoenix, Ariz.
Hudson's (J. L. Hudson Co.)	Detroit, Mich.
Mervyn's	Hayward, Calif.
Federated Department Stores, Inc.	Cincinnati, Ohio
Abraham & Straus	Brooklyn, N.Y.
Bloomingdale's	New York, N.Y.
Boston Store	Milwaukee, Wis.
Bullock's	Los Angeles, Calif.
Bullock's Northern California	Stanford and Palo Alto, Calif.
Burdines	Miami, Fla.
Filene's	Boston, Mass.
Foley's	Houston, Tex.
Goldsmith's	Memphis, Tenn.

(continued)

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS
(continued)

Corporation & Retail Divisions	Location of Headquarter Office or Headquarter Store
Federated Department Stores, Inc. (continued)	
Lazarus	Columbus, Ohio
Levy's	Tucson, Ariz.
I. Magnin	San Francisco, Calif.
Rich's	Atlanta, Ga.
Rike's	Dayton, Ohio
Sanger-Harris	Dallas, Tex.
Shillito's	Cincinnati, Ohio
Gamble-Skogmo, Inc.	Minneapolis, Minn.
Alden's, Inc.	Chicago, Ill.
Gamble Department Stores, Inc.	Chicago, Ill.
J. M. McDonald (McDonalds Dept. Stores)	Hastings, Neb.
Mode O'Day	Burbank, Calif.
Women's World Shops	La Mesa, Calif.
Garfinckel, Brooks Bros., Miller & Rhoads, Inc.	Washington, D.C.
Brooks Bros.	New York, N.Y.
Catherine's Stout Shoppe, Inc.	Memphis, Tenn.
Garfinckel's	Washington, D.C.
Harzfeld's	Kansas City, Mo.
Miller & Rhoads	Richmond, Va.
Miller's, Inc.	Knoxville, Tenn.
Ann Taylor, Inc.	New York, N.Y.
Genesco Inc.	Nashville, Tenn.
Baron's	Miami Beach, Fla.
Henri Bendel (sold in July 1980)	New York, N.Y.
Burkhardt's	Cincinnati, Ohio
M. Gilbert & Sons	South Bend, Ind.
Graves, Cox & Co., Inc.	Lexington, Ky.
Hall-Brown	Nashville, Tenn.
Roos/Atkins (to be sold)	San Francisco, Calif.
Gimbel Brothers (Brown & Williamson Inds.)	New York, N.Y.
Gimbels	New York, N.Y.; Philadelphia and Pittsburgh, Pa.; Milwaukee, Wis.
Saks Fifth Avenue	New York, N.Y.
L. S. Good & Co.	Wheeling, West Virginia
D. M. Christian	Owosso, Mich.
Fowler, Dick & Walker, Inc.	Binghamton, N.Y.; Wilkes Barre, Pa.
The William F. Gable Co.	Altoona, Pa.
Good's Department Stores, Inc.	Wheeling, W. Va.; Steubenville, Ohio
The Hub of Steubenville, Inc.	Steubenville, Ohio

(continued)

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS
(continued)

Corporation & Retail Divisions	Location of Headquarter Office or Headquarter Store
L. S. Good & Co. (continued)	
J. W. Knapp Co.	Lansing and Okemos, Mich.
L. W. Robinson Co.	Battle Creek, Mich.
Smith-Bridgman & Co.	Flint, Mich.
Hart Schaffner & Marx	Chicago, Ill.
J. P. Allen	Atlanta, Ga.
Baskin Clothing Co.	Chicago, Ill.
Ray Beers	Topeka, Kans.
Blackburn's	Amarillo, Tex.
R. J. Boggs, Ltd.	Lawrenceville, N.J.
Capper & Capper, Ltd.	Detroit, Mich. and Chicago, Ill.
deJong's	Evansville, Ind.
Fannin's	Montgomery, Ala.
Field Bros.	New York, N.Y.
Arthur Frank	Salt Lake City, Utah
Frank Bros.	San Antonio, Tex.
Hanny's	Phoenix, Ariz.
Hasting's	San Francisco, Calif.
Jack Henry	Kansas City, Mo.
Heyward-Mahon	Greenville, S.C.
J. O. Jones	Charlotte, N.C.
Kleinhans	Buffalo, N.Y.
Klopfenstein's	Seattle, Wash.
Kucharo's	Des Moines, Iowa
Lang-Vicary	Canton, Ohio
Leopold Price & Rolle	Houston, Tex.
Morris Levy	Savannah, Ga.
Levy/Wolf	Jacksonville, Fla.
Liemandt's	Minneapolis, Minn.
Littler's	Seattle, Wash.
The Man Store	Asheville, N.C.
McLeod Watson/Van Straaten's	Raleigh and Durham, N.C.
Merritt Schaefer & Brown	Autsin, Tex.
Porter-Stevens	New Orleans, La.
Root's	Summit, N.J.
Rosenblatt's	Portland, Ore.
Shulman's	Norfolk, Va.
Silverwoods	Los Angeles, Calif.; Las Vegas, Nev.
Stevens	Jackson, Miss.
Chas. A. Stevens	Chicago, Ill.
F. R. Tripler & Co.	New York, N.Y.
Walkers	Columbus and Dayton, Ohio
Wallachs	New York, N.Y.
Wallachs of Florida	Coral Gables, Fla.
Wicks & Greenman	New Hartford, N.Y.
Jas. K. Wilson/Washer Bros.	Dallas, Tex.
Wolf Bros.	Tampa, Fla.
Wolff's Clothiers	St. Louis, Mo.
A. L. Zachry	Atlanta, Ga.

(continued)

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS
(continued)

Corporation & Retail Divisions	Location of Headquarter Office or Headquarter Store
Interco Incorporated	St. Louis, Mo.
Alberts	Detroit, Mich.
Fine's Men's Shops, Inc.	Norfolk, Va.
Golde's Department Stores	St. Louis, Mo.
P. N. Hirsch	St. Louis, Mo.; New York, N.Y.; Caldwell, Idaho
Standard Sportswear, Inc.	Pittsburgh, Pa.
R. H. Macy & Co., Inc.	New York, N.Y.
Bamberger's	Newark, N.J.
Davison's	Atlanta, Ga.
LaSalle's	Toledo, Ohio
Macy's California	San Francisco, Calif.
Macy's Missouri-Kansas	Kansas City, Mo.
Macy's New York	New York, N.Y.
Manhattan Industries, Inc.	New York, N.Y.
Battlestein's, Inc. (sold in 1980)	Houston, Tex.
Brand Name Fashion Outlet	Glen Rock, N.J.
Frost Bros., Inc.	San Antonio, Tex.
Manhattan Ward, Inc.	Conshohocken, Pa.
Napoleon Nash, Inc.	Oklahoma City, Okla.
The Union Company (sold in principle to Halle's in 1980)	Columbus, Ohio
Marshall Field & Co., Inc.	Chicago, Ill.
John Breuner Co.	San Ramon, Calif.
The Crescent	Spokane, Wash.
Marshall Field & Co.	Chicago, Ill.
Frederick & Nelson	Seattle, Wash.
Halle's	Cleveland, Ohio
The May Department Stores Co.	St. Louis, Mo.
Famous Barr Co.	St. Louis, Mo.
G. Fox & Co.	Hartford, Conn.
The Hecht Co.	Washington, D.C.
Kaufmann's	Pittsburgh, Pa.
May-Cohens	Jacksonville, Fla.
The May Co.	Cleveland, Ohio
May Co. California	Los Angeles and San Diego, Calif.
May-D & F	Denver, Colo.
Meier & Frank Co.	Portland, Ore.
The M. O'Neil Co.	Akron, Ohio
Strouss	Youngstown, Ohio
Melville Corp.	Harrison, N.Y.
Chess King	Worcester, Mass.
Foxmoor	West Bridgewater, Mass.
Marshall, Inc.	Woburn, Mass.

(continued)

TRADITIONAL DEPARTMENT STORES AND APPAREL STORES
OPERATED BY CONGLOMERATE CORPORATIONS
(continued)

Corporation & Retail Divisions	Location of Headquarter Office or Headquarter Store
Mercantile Stores Co., Inc.	Wilmington, Del.
Bacon's	Louisville, Ky.
Castner-Knott Co.	Nashville, Tenn.
de Lendrecies	Fargo, N.D.
Gayfer's (Gayfer's/Montgomery Fair)	Montgomery, Ala.
Glass Block (Duluth Glass Block Stores Co.)	Duluth, Minn.
Hennessey's	Billings, Mont.
The Jones Store Co.	Kansas City, Mo.
Joslin's (Joslin's Dry Goods Co.)	Denver, Colo.
Lion	Toledo, Ohio
McAlpin's	Cincinnati, Ohio
The Peoples Store	Tacoma, Wash.
The Root Store Co.	Terre Haute, Ind.
J. B. White	Augusta, Ga.; Columbia and Greenville, S.C.
Outlet Co.	Providence, R.I.
Cherry & Webb	Pawtucket, R.I.
Denby Stores	Pawtucket, R.I.
Hughes & Hatcher	Pawtucket, R.I.
Edward Malley Stores	New Haven, Conn.
Outlet Department Stores	Providence, R.I.
Philipsborn/Flair Stores	Washington, D.C.
Jacob Reed's Sons	Philadelphia, Pa.
Small's	Lansing, Mich.
Touraine Stores	Pawtucket, R.I.
Phillips-Van Heusen Corp.	New York, N.Y.
Blake's	Springfield, Mass.
Hamburger's	Baltimore, Md.
Harris & Frank	Los Angeles, Calif.
Juster's	Minneapolis, Minn.
Kennedy's	Boston, Mass.
Rices Nachmans	Norfolk, Va.
Rapid-American Corp.	New York, N.Y.
Britts Dept. Store Division	New York, N.Y.
Lerner Stores Corp.	New York, N.Y.
McCrory Stores Division	New York, N.Y.
Supermarkets General Corp.	Woodbridge, N.J.
Hochschild, Kohn & Co.	Baltimore, Md.
Howland-Steinbach	White Plains, N.Y.; Asbury Park, N.J.

FAIRCHILD FACT FILES AVAILABLE FOR 1980

CONSUMER MARKET DEVELOPMENTS: Summarizes key economic trends and indicators, particularly those having a direct relationship to the consumer market for durable and nondurable goods. A wide variety of sources are drawn on to present an overview of economic developments and market trends, as well as consumer market dynamics, including trends by age group, educational and income levels, buying patterns and outlook.

THE CUSTOMER SPEAKS—1980: Supplementing the comprehensive reports on fall/winter and spring/summer wardrobes (published in THE CUSTOMER SPEAKS, 1979 FACT FILE), this report covers details on buying practices in relation to specific types of women's wear, as well as information on reactions to price increases, attitudes toward stores and sales help, views regarding quality levels in specific types of apparel and more. Findings are based on a nationwide survey among a representative sample of women and are presented in terms of significant demographic characteristics. ($15.00)

THE CUSTOMER SPEAKS (A FACT FILE SPECIAL EDITION): Complete findings of two nationwide surveys conducted for Women's Wear Daily among a cross-section of women on their fall/winter and spring/summer wardrobes, their new apparel acquisitions, and buying plans for next season. Also includes information on buying habits, place of purchase, activities, attitudes, and outlook. Data is analyzed in terms of demographic characteristics, employment status, fashion stance, and degree of social activity (204 pages, $20.00)

FASHION ACCESSORIES: Information on a wide range of fashion accessories for men and women, including jewelry, watches, gloves, belts, handbags, small leather goods, neckwear, hats. Includes key information at manufacturer level, as well as available retailer and consumer data. Also covers important fashion developments.

HOME ELECTRONICS: A statistical summary of the consumer electronics market. Product classifications include home entertainment and related products (television sets, radios, stereos, audio and video systems, video games, etc.), as well as home security and fire protection devices and calculators. Data presented at the manufacturer, retailer, and consumer levels.

HOME TEXTILES: Information on the industry includes the latest data on number of manufacturers, production and shipments for a wide range of products, including bed linens, towels, blankets and comforters, slip covers, pillows, curtains and draperies. Trends in merchandising, departmental operations and consumer buying patterns are also covered.

HOUSEHOLD FURNITURE AND BEDDING: Provides industry-wide data on manufacturers' shipments of furniture and bedding (mattresses and bedsprings) and number, size and location of manufacturing firms as well as sales of leading manufacturers. Retail information includes sales in furniture and department stores, popular furniture styles and materials, and on consumer buying habits.

INFANTS', TODDLERS', GIRLS', AND BOYS' WEAR: Manufacturer data spotlights production, value of shipments, number of manufacturers, employment in the industry by company size, price trends. At the retailer level, data focuses on operating ratios in department and specialty stores, seasonal patterns in advertising, more. Information is also presented on consumer spending and buying preferences.

MAJOR APPLIANCES AND ELECTRIC HOUSEWARES: Covers a wide range of products in the major appliance and traffic appliance classifications, including heating, laundry and cooking appliances for household use, cleaning equipment, and personal care appliances. Details production and shipments, sales trends, retail merchandising results, more.

MEN'S CLOTHING, TAILORED SPORTSWEAR AND RAINWEAR: Manufacturer level profiled by production, value of shipments, employment, size of firms, more. Imports from key foreign sources by unit and dollar value covered, and data is also presented on retail sales and merchandising.

MEN'S FURNISHINGS AND CAREER/WORK WEAR: Includes information on number of manufacturers, production and shipment figures, geographical distribution, size of firms, imports and exports. Also provides data at the retail level, including sales and merchandising trends, and advertising patterns.

MEN'S SPORTSWEAR, CASUAL WEAR, JEANS AND ACTIVE WEAR: The wide variety of men's wear items included in this broad category are covered from available information on the industry at the manufacturer, retailer and consumer level. Included is information on production and shipments, imports, exports, market trends, retail sales and consumer buying practices. Trendy data, such as developments in Western wear, designer labels and fashion jeans, are included.

MEN'S, WOMEN'S, AND CHILDREN'S BODYWEAR AND LEGWEAR/HOSIERY: A comprehensive report on these industries at the mill, retailer and consumer levels. Included are details on production and shipment, retail sales by type of outlet and on patterns in consumer spending in terms of major demographic characteristics.

MEN'S, WOMEN'S AND CHILDREN'S FOOTWEAR: Findings in a 1980 survey on consumer purchases of footwear are an important new feature of this FACT FILE. Also included are data on major trends in the industry in relation to imports, domestic production and shipments, as well as developments at the retail level.

THE TEXTILE-APPAREL INDUSTRIES: Industry overview, providing statistics on fibers and fabrics, as well as finished goods. Includes information on industry size, concentration of sales by mill/manufacturer size, production and shipments by U.S. mills. Also: exports and imports. Covers capital expenditures and data on mill machinery.

SOFT SURFACE FLOOR COVERINGS: Trends in the number of manufacturers in production and value of shipments of major types of soft surface floor coverings are covered in this report. Also included are developments in fiber consumption. Retailing information includes departmental operations, estimated volume by type of outlet and trends in consumer buying.

TOILETRIES, BEAUTY AIDS, COSMETICS AND FRAGRANCES: A detailed view of the industry covering production for both the female and male market. Includes latest available industry statistics and projections, as well as data on leading manufacturers in various product categories. Consumer expenditure data, buying habits and usage of various product types are also highlighted, as well as data on sales by outlet type and advertising expenditures by major producers.

WOMEN'S COATS, SUITS, RAINWEAR AND FURS: Details number of manufacturers by employment size, cuttings, and value of shipments. Also covered at the industry level are price trends and imports/exports. At the retailer level, data is presented on estimates of retail volume, merchandising and operating results, and seasonal patterns in advertising. Also focuses on consumer buying habits and plans.

WOMEN'S DRESSES (January 1981): Statistics on the women's dress industry, including unit-price and dozen-price dresses, trends in the number of manufacturers, and in production and shipments. Also data on fabric types and manufacturers' price lines and shipments by region of the country. Includes estimates on retail sales and data on the consumer market in terms of important demographic data.

WOMEN'S INNER FASHIONS: NIGHTWEAR AND DAYWEAR: Data on production and shipments, tracing market shifts in response to fashion changes. Also: imports, retail trends and merchandising ratios, and data on consumer buing habits.

WOMEN'S SPORTSWEAR, SEPARATES, JEANS AND ACTIVE WEAR: A statistical view of this segment of the women's wear industry is provided, including data on production and value of shipments, imports of major categories, sales by type of outlet, and consumer buying habits. Also included is information on departmental merchandising and operating results, as well as important developments in retailing, such as the designer label.

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